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# DRUG & CHEMICAL MARKETS

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VOL. V

NEW YORK, NOVEMBER 27, 1918

U. S. Department of Agriculture  
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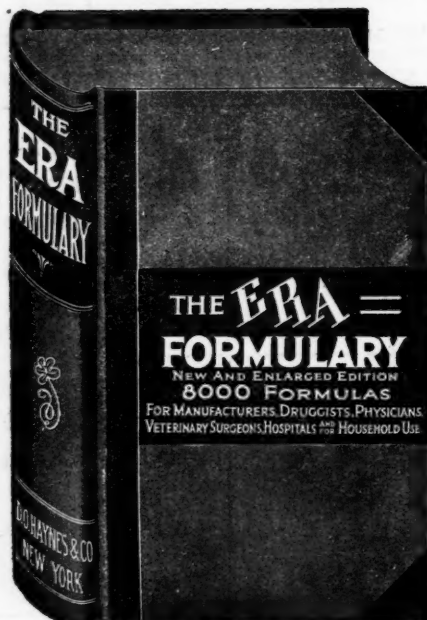
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ISSUED EVERY WEDNESDAY

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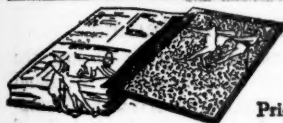
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## Importance of Intermediates

With the attention of the dyestuff manufacturers centered upon the production of intermediates there is every promise that the industry will be in a position to meet any competition which may develop in this country. It must not be forgotten, however, that the German method of competition is different from that of any other country. In a recent lecture at Bradford, England, Joseph Turner of British Dyes, Ltd., told of the efforts of the Badische Company to buy out the first plant in England for the manufacture of basic dyes and of the price-cutting campaign which they carried on for seven years to control the market for methyl violet which was being made by Read, Holliday & Sons. Germans cut the price to 50 per cent below the cost of manufacture and then reduced it ten per cent below that in a final effort to stamp out the industry in England. They may attempt similar practices here.

The German Government paid the dyemakers' losses in full, and this policy is likely to be followed now in the effort to re-establish the trade in America. It is probable that American factories will produce the colors in most general use at a price that will prevent the German salesmen getting much trade in those dyes, but in the more rare and costly shades the Germans will have an advantage. Textile manufacturers will be induced to take these expensive dyes from German agents and when a critical time arrives they will put on the screws and insist that the textile men also buy other dyes from them. If, however, we make the intermediates the colors can be easily produced. As a well-known chemist said: "Give us the intermediates, and we can make the colors with a tub and spade."

## Demand for Labor and Goods

Abolition of the priorities list of industries places all manufacturers on an equal footing whether producing war supplies or peace products, but a new priority list places railroads, the Navy Department, the Emergency Fleet Corporation, manufacturers of agricultural implements and machinery food production, machinery for metals and fuel production, oil production and similar industries vital to after-war development in a position to obtain supplies ahead of other industries in an emergency. Applications will also be considered for the granting of priority orders in special cases. This ruling of the War Industries Board will greatly help the distribution of raw materials held by manufactur-



ers whose contracts are cancelled by Government departments. Large orders for supplies of all kinds have been held up because the Government insisted that the essential industries should be first considered, and private interests have been waiting.

There is no doubt that merchandise is "short" in all countries. Labor and capital have been diverted to the manufacture of munitions which have gone up in smoke. Without considering Germany and Austria, which have no cotton, or wool, or drugs, and only small stocks of chemicals, it is apparent that the Allies with the exception of the United States have not kept their industries going at anything like the normal rate of production. Only last week a New York manufacturer of hosiery closed a sale involving over \$400,000 to one firm in England, and the order was placed the moment shipment of this class of goods was permitted by the Government. Similar orders are being placed in other lines of trade and will call for raw materials heretofore used for war purposes, and for labor released by munition makers or engaged in essential war work. It is stated on authority that the gas mask factory in Long Island City has on file applications for 6,000 workers wanted in other industries. The New York telephone service alone is ready to take 500 of the women employed there as demobilization proceeds. About 2,000 employees have been released, but all who wanted work were able to find places at once. When demobilization of the army begins the situation will be only a repetition of this situation. There will be work for all because the industries will be expanding to supply the world with our products, because the United States is the only country ready to meet the demand.

### How Business Is Stabilized

Reconstruction orders are beginning to be placed in the United States and indicate how the various industries will be stabilized by the call for material which will give work to returning soldiers and keep prices firm. France needs 400,000,000 pounds of copper for industrial work over there. At the same time the building trade in this country is calling for copper, and electrical expansion will use up an immense quantity. By the time these orders are filled, Great Britain and Italy, Germany and Austria will require copper. The mines will be taxed to the limit of their production, labor will be in demand, and great quantities of dynamite and other explosives will be required to blast out the ore, thus stimulating the commercial powder industry and allied trades. Oil and coal are required for fuel for the concentrators, coke for the smelters, lumber for timbering the mines, and so various industries feel the effect of the reconstruction demands starting in devastated Europe and reaching to the varied industries and trades in America; and this is a demand for only one product of this resourceful country.

### The Allied Drug Trades and the Loan

When the Committee on Chemicals, Drugs, Druggists' Sundries and Allied Trades obtained subscriptions totalling \$40,000,500 for the Fourth Liberty Loan, it performed a service for the Government the importance of which can not be appreciated by study of a row of figures.

It may be of interest to the members of that committee to learn what this contribution meant to Uncle Sam at a time when he was paying bills for food, equipment, and supplies for his soldiers abroad.

The sum raised by the Allied Drug Trades paid for 10,000 light Browning machine guns, 5,000 heavy Browning machine guns, 100 anti-aircraft guns mounted on motor trucks, 30,000,000 machine gun cartridges, 1,000 37mm. anti-tank guns, 5,000,000 37mm. shells, 10,000 army wagons, 10,000 teams of horses or mules, 500 motor cycles and side cars, five combat airplanes, and steel helmets for a company of infantry.

It will be seen therefore that the Allied Drug Trades may feel that they did their part in driving the Hun from France and from Belgium. It was good work, done with the thoroughness with which Americans at the front did their work from Chateau Thierry to the Argonne.

### Control of Raw Materials

The after-war business problem receiving the most important attention at present in England is that of the control of raw materials and shipping. Detailed studies of sources and methods of control and distribution are being made, but there does not yet appear to be agreement on the general principles of control. On the one hand powerful interests are urging immediate co-operation between Great Britain, France and the United States, for the formation of a world-control which will, at the appropriate time, be able to distribute raw materials as seems best. On the other hand some are pointing out that such action would in principle be contrary to President Wilson's policy of "no economic combination within the League of Nations."

It is understood in London that American Government opinion believes that a free field should be left for developing a new world policy on raw materials and shipping. As a matter of fact, world arrangements are already being made with the sanction and even the assistance of the British Government in regard to oil and metals, while shipping plans change or develop daily. The American Chamber of Commerce in London has urged commercial bodies in America to consider the entire subject.

A letter has been sent to the Senate Finance Committee by E. C. Brokmeyer, and Frank J. Stone, of the National Association of Retail Druggists, requesting the committee to reduce the tax on non-beverage alcohol to \$1.10 per proof gallon, the rate before the war, and to eliminate the proposed tax on proprietary medicines, as provided by the pending revenue bill.



# Germany's Plan to Control Chemicals

## *A Bernhardi of Commerce Frankly Plans a Campaign to Win the World's Trade*

The world laughed at Bernhardi. The astonishing plan of a ruthless war to win dominance for Germany in Europe, as set forth in the remarkable book of that Prussian cavalry officer, was unthinkable save as a joke, a horrible example of militarism gone crazy. Four years ago militarism gone crazy ran amuck the civilized world and waged that war according to the very plan so frankly set forth in the book which nobody had taken seriously. Now, the world does not laugh at Bernhardi.

Another Bernhardi, a Bernhardi of German commerce, has recently published in Germany an equally astonishing book. It is the German plan for the domination of the world's trade. It sets forth a plan of campaign as ruthless, as selfish, as menacing, as that laid down by the Prussian officer. We would be foolish to be again caught. It is not possible to brush aside this plan for the German campaign in the trade war as the dream of a Pan-German industrialist gone crazy. To be forewarned is wisdom and "The Future of German Industrial Exports," by S. Herzog, a translation of which has recently appeared in this country, should be widely read and wisely considered. To our chemical industries, the book has a peculiar and sinister meaning, and the following abstract of some of its matter is but a sample.

**"S**UCCESS can only be obtained through systematic methods and thorough preparation. The military and economic accomplishments of Germany form the most solid foundation for this assertion."

Upon these premises, and acknowledging frankly that export trade will be essential to Germany's future industrial development, and also that Germany in this war has won hate, "the worst of all competitors," Herr Herzog builds up what he calls "practical suggestions for safeguarding the growth of German export activity in the field of manufacturers after the war."

"Hate," says this German expert engineer, "can stop all purchasing of supplies by denying itself even the most indispensable articles, at least for the time being; and when there is at length no other alternative, it will order what it must have, even perhaps at ruinous prices from every other producer, rather than from the German. Study your neighbor and you can excuse his faults; that is our watchword for the future. . . . The sages of history teach that after the old Germans made peace and buried their battle-axes, they also prepared an enduring grave for their hatred. In this custom, as in other respects, the Germans of today have remained true to their forefathers. But other nations feel differently. Time is, indeed, the great healer, but German industry has no time to wait. It must open up, for its suddenly awakened powers demand new and greater fields of activity; it cannot fold its hands in its lap until a new generation has grown up in the lands of its former enemies, a generation which knows only from books the horrors and losses of war. . . . Germany's export trade must gird itself to cope with this condition. It must enter hatred as a liability. In order to balance this entry it must have at its command the asset of ever increasing material and mental vigor and foresight. . . . "To the moot question of the future of German industrial exports, the stock solution offered everywhere is that: 'This must be left to the future treaty of peace and to the commercial treaty then dictated.' The answer is easy. Nevertheless the solution is false. Even apart from the fact that the par value of treaties has reached nil and will not immediately recover from its slump. The most recent past teaches that: 'He who would keep treaties does not need them; he who chanches them—takes his chances.'"

This, then, is the German point of view; the frame of mind in which a leading German industrial expert regards the commercial future. He acknowledges the hate of the world, and while planning to dig up the greatest battle-axe ever welded in commerce, he prates about the lack of hatred, the forgiveness, the forgetfulness of the German people. To him the treaty is still a scrap of paper. His fundamental viewpoint is still that of the Hun.

In order to dominate the world Herr Herzog proposes that by careful study Germany select so-called indispensable industries—industries which have a protective value to Germany because they are indispensable to the world.

In order to make these industries the "thunderbolt," as he calls it, which shall bring Germany domination of the world of commerce, he proposes the following:

1. These industries are to be placed absolutely under government control. Their crude materials are to be supplied them at preferential rates. Their capital is to be supplied out of common government funds, and in return their output and their sales are to be under the direct commands of the government.

2. Science, capital, and labor are to be conscripted into an industrial army to serve these industries.

Scientific men whose discoveries are of value to these industries must turn them over to the Government. Capital, both private and public, shall be used to make these industries strong. Men who work in these industries, whether the president of the corporation or the youngest girl in the factory shall be enlisted in the industry for life. They cannot transfer to another business without government permission, and strikes, as he blandly admits are "unthinkable" and "must be suppressed by every means."

3. These industries are not to be transplanted.

Herr Herzog considers the transplanting of these key industries to other countries a serious danger because the branch factories cannot be held under as strict regulation as those in the Fatherland, and any leak of information or of goods through unregulated channels would seriously weaken the plan.

4. Foreign money cannot invest in these protective industries.

In order to maintain the Chinese wall of secrecy this

proposal includes the exclusion of all allied investments in essential industries in Germany.

**5. Commercial treachery and espionage are to be employed to strengthen these "indispensable industries."**

Not only is the most complete system of commercial reports to be developed under the German government—reports that will show the markets for all crude and finished products all over the world, but Herr Herzog advises the German manufacturers to send out salesmen, trained to speak foreign languages without accent; to imitate foreign labels; to steal foreign inventions; to bribe by means of rebates and premiums.

**6. All goods in foreign trade shall, as a part of the peace treaty, be denationalized.**

As an antidote to hate, Germany will demand at the peace conference the denationalization of all goods. German goods, because of cheapness, which Government aid will make possible, will be able to compete in the markets of the world unhampered by hate, which is the legacy of this battle.

By means of this Prussianized commercial system, absolutely controlling these so-called indispensable industries, the German plan proposes to force German goods upon the world. If we will not sell Germany cotton, we cannot buy German potash. If France boycotts German goods, either officially or unofficially, France cannot buy German "indispensable goods." Throughout out this whole book, there is no suggestion of reciprocity or of striking a fair trade balance. The whole plan is a ruthless, cold-blooded, commercial invasion—an invasion that bears all the earmarks of that same calculated destruction which razed Belgium.

Naturally enough, one of these so-called indispensable industries is the chemical.

This German industrial expert says that among the products upon which foreign countries are dependent are "certain dyestuffs and chemicals of an industrial pharmaceutical nature," and he classes them high among the weapons in Germany's trade war, for they are in his own words, "not to be imitated and not to be done without."

Herr Herzog demands that "Germany's export trade—at least in certain products—be stopped if the procuring of raw materials be rendered difficult or entirely cut off." He suggests rings to buy up crude supplies, as rings in the past have controlled certain commodities. "German industry," he says, "must have at its command invincible powers of resistance if it is to fight hate. Its export trade must be led into safe paths and must be protected against treacherous surprises and assaults. An assured amount of every kind of raw material needed, from foreign countries, is one of the preliminary necessities for the future development of Germany's trade."

Let us remember this and remember, too, Germany fears the boycott and let us not forget to what ends she is willing to go to beat it. Let us not make the **mistake of laughing at Herr Herzog's ruthless plan as we laughed at Bernhardt!** It would be a splendid thing if every American could read this remarkable book, "The Future of Germany's Industrial Exports."

Raxley F. Weber, of Arlington, N. J., died recently, at the age of 39 years. He was a graduate of Cornell University. He spent one year at Stettin University in Germany as exchange professor in chemistry, and then took a position as chemist with the United States Rubber Company. At the time of his death he was librarian and chemical abstractor for this company.

## U. S. AFTER-WAR TRADE AS VIEWED

BY AMERICAN CHAMBER IN LONDON

### Appointment of Federal Reconstruction Board Urged —Competition of American and British Shipping in World's Carrying Trade May Breed Discord

The American Chamber of Commerce in London sends to DRUG AND CHEMICAL MARKETS a statement of the views of the directors of the Chamber on the after-war trade policy of the United States for the consideration of American business men. The statement follows:

This Chamber believes that the establishment of friendly trade relations between the English-speaking peoples, and the removal of all motives of distrust and suspicion arising out of the possibilities of commercial rivalry must be essential elements in a successful and permanent League of Nations.

Had the European war never occurred, American foreign trade would doubtless have shown notable development since 1914. As things befell, the closing of the oceans to German shipping, not less than the diversion of British industrial effort to war purposes on land and sea, have contributed to an expansion of our foreign trade beyond all conceivable anticipations. Again, the decision of Germany to resort to unrestricted submarine warfare created an emergency which was met in America by a vast extemporized programme of ship building, the realization of which today is winning the admiration of the civilized world. However decisive may prove to be our contribution of ships during this fateful period, its consequences after the war are bound to be no less far-reaching.

**Necessity of Mutual Understanding**—To the German submarine, then, may be traced, broadly speaking, certain special circumstances existing today—the phenomenal growth of our overseas trade as well as of our merchant marine—circumstances which inevitably raise issues with Great Britain, the most important carrier and trader in the world before the war. Nothing would suit Germany better than to breed discord out of them. Nothing, this chamber believes, is more important to the future of the world than a good-natured adjustment of these issues between the English-speaking peoples.

**The Chamber's Message**—The American Chamber of Commerce in London has noted with the greatest interest the proposals recently put forward in Congress for the creation of a Reconstruction Commission. It hopes that no time will be lost before the definite establishment of some such instrumentality, but it most emphatically believes that its membership should include a large proportion of the most experienced men of business.

In view of the rapidly developing international situation this Chamber believes that it is none too soon for a decision to be reached, in agreement with our Allies, upon a plan for the equitable distribution of raw materials to reconstitute the stocks depleted by the wastage of war and by the criminal folly of the German submarines.

**Conference Needed**—The fiscal policy of the British Empire is approaching a turning point which may have far-reaching effects upon our mutual trade. This policy, which today can be said to be still in the making, will be the resultant of many complex factors, of which our own attitude, as Mr. Lloyd George himself has intimated, will not be the least important, and a series of conferences between responsible delegates could have none but beneficial results for both countries.

**Income Tax**—Another matter urgently calling for joint action is that of dual income tax assessment. Not only does the present situation work unjustified hardship on individuals of both nationalities, but it also practically prohibits the employment of the capital of one country in the enterprise of the other, and is thus a strong deterrent to all co-operation between them in the work of reconstruction.

**U. S. Ships**—Reference has already been made to the growth of our merchant marine. It is not unnatural that a certain apprehension should be felt in some quarters for the formidable figures of our new construction, for quite apart from its importance in terms of tonnage, the existence of a huge Government-owned fleet, with no known policy for its future operation under peace conditions, must inevitably be a disquieting factor both in the freight and in the commodity markets of the world.

**Government Control**—This leads to another matter deemed by the Chamber to be of supreme importance to the future. The all-embracing scope of modern war has imposed the creation of Government bodies to control practically every form of activity, and much of this machinery is so constituted that its perpetuation after the war presents no serious difficulties. This Chamber recognizes that during an indeterminate period after the end of the war, it will not be possible to relax all control over industry and other activities, but it fervently believes that the restoration of private initiative and of the natural play of economic laws should be one of the first objectives of reconstruction.

**Recommendation**—The American Chamber of Commerce in London therefore earnestly urges that every effort be made to secure prompt action by Congress for the appointment of a Federal Reconstruction Commission, "containing a strong representation of men of sound experience and judgment in matters of foreign trade, with authority to proceed at once to confer with similar bodies in Great Britain and the other countries at war with the Central Powers, upon all matters touching their economic relations with the United States.

Charles Leich & Company, wholesale druggists, Evansville, Ind., report a serious quinine shortage brought about by the influenza epidemic. Mr. Leich said the shortage was only temporary and that the demands of the retail drug trade will be met soon.

The business of the General Commercial Company, 295 Broadway, New York, is expanding in the Far East, and the trade with Vladivostok, Yokohama and other oriental centers will be conducted hereafter through the branch office at 311 California street, San Francisco, which has recently been established.

George F. Woodley, president of the Woodley Soap Manufacturing Company of Boston, died recently at his home in Roxbury. He was a native of London and had lived in this country since he was three years old. At that time his parents came to this country and settled in New York and his father, Henry Woodley, became manager for the Colgate Soap Company and continued in that position until his death. His son learned the business under him at the Colgate factory, and interrupted his service there to enter the Civil War. He returned to the Colgate factory eventually and in the early 80's started in the soap manufacturing business for himself in Providence. Later he came to Boston.

## DU PONTS TURNING THEIR POWDER FACTORIES INTO DYESTUFF PLANTS

**Chemists to Devote Their Attention to Production of Azo Colors and Alizarines—Synthetic Indigo and Sulphur Blacks Perfected Since War Began**

The smokeless powder plants of E. I. du Pont de Nemours & Co. have been closed and will be immediately readjusted to meet the requirements of the Dyestuff Department. It is said that the supply of smokeless powder on hand will fill ordinary commercial and Government demands for a year or more and it is not desirable to accumulate large quantities. Special attention will be given to intermediates. With adequate supplies of these coal-tar derivatives the manufacture of colors is a comparatively simple proposition, the chemist says. About seventy intermediates have been developed in the United States since the war began and they form the basis of the dyestuff industry in this country.

The du Pont Dye Works at Wilmington, Del., have perfected indigo, using their own synthetic process, but reaching the same results as were obtained by the German method. Sulphur blacks have also reached a point where they are produced in commercial quantities. It is believed that the dyestuff chemists are now devoting their attention to azo colors and alizarines. The work is said to have been perfected and the question of producing tonnage for the market is now to be solved.

The value of the dyes produced in the United States in 1917 is estimated at \$57,796,000. About 81 plants were engaged in the manufacture of dyes and the invested capital was \$250,000,000. The Annual Chemical Directory of the United States says the total capital of the seven German companies making dyes in 1914 was \$30,000,000. American manufacturers have placed on the market 75 per cent of the dye stuffs formerly imported, and dye users say that about 80 per cent of these dyes are satisfactory. The remaining 20 per cent will undoubtedly be perfected soon. The textile trade is inclined to the belief that only very rare and delicate shades will be left to the German manufacturers when commercial relations are resumed. The Germans offered 40,000 colors, shades and tints before the war. Many of these are very expensive and very difficult to make. As manufacturers always consider the tonnage which the market will consume, it is probable that the more common dyes will be made in this country at a price which will make German competition difficult, and the rare and costly shades may be imported from Germany, Switzerland or possibly from England, although at present they are not made in England.

The powder workers employed by the du Ponts for war work were carefully investigated, as the works had to be protected against German plotters. In investigating its extra working force, the powder company listed them in accordance with their former employment. At the same time the powder company established a new bureau on personnel which is charged with the duty of making the change from war to peace conditions as easy as possible for all concerned, and is endeavoring to refer all discharged powder workers to employers in their old industry who may need their services.

There are 14,000 of these workers at Carney's Point alone, and these will be demobilized in accordance with this system. There is another large plant at Hopewell, Va., and a third at Nashville, Tenn. There are probably 45,000 men and women employed at the



three plants. Some will find work in the dyestuff plants. Many will be needed in making commercial explosives. Until 1914 all the powder sold by the du Pont company for military purposes amounted to only 5 per cent of its total production. The other 95 per cent of the du Pont company's explosives were sold for commercial uses in peace times, rock blasting, road building, stump blowing, mining, and railroad grading.

Pierre S. du Pont, president of the du Pont company, on the occasion of the end of the war issued a statement explaining to the many thousand employees of his corporation that it was as ready for peace as it was for war. In this statement President du Pont said:

"The du Pont company is glad beyond measure of the opportunity to turn from the manufacture of munitions of war to the manufacture of munitions of peace.

"The Government will decide when and how work on war contracts shall be stopped.

"Now that victory has most happily crowned our arms, let us as patriotic Americans, victors in the gigantic world struggle for civilization, face the reconstruction period in the same spirit as that with which we faced the war. This country met the shock of war without panic, or any serious disruption of our economic life. We must meet the shock of peace in the same spirit, with full confidence in our ability to work our way back to normal in a quiet, orderly, business-like way.

"Labor and capital alike have opportunities awaiting them. The suspended activities of the nation must be resumed, and this resumption can be brought about without hardship to any one if we undertake it in the true American spirit.

"The leaders of American industry have demonstrated to the world their ability to carry the stupendous burden of war, and at the same time to keep the machinery of civil life in working order.

"Labor has shown its adaptability to the meeting of emergency, and it has only to show the same spirit now in readjusting itself to the new conditions which we are facing.

"America is in a better financial condition than ever before in her history. Opportunities for business expansion are great, and this means that the labor which has been employed in war industries will find new outlets for itself as fast as these industries suspend operation.

"Many details of the nation's business organization have been planned already. It remains only for a harmonious effort to put them into effect.

"It has been the privilege of E. I. du Pont de Nemours & Co. to take a substantial part in the winning of the war. It has built up an organization and a great army of loyal workers, who, in splendidly meeting the crisis, have followed out the best American traditions.

"Of course, as the demand for munitions lessens, this army must be fed back into the ranks of ordinary industry. The du Pont company has been looking forward to the time when the war should end, and it expects to take as prominent a part in the new development fields as it has taken in the emergency work of the last four years."

Another fraction has been clipped from war risks to all destinations with the exception of South America. The latter are being maintained, it is said, for the reason that both the East and West coast are supposed to be strewn with mines.

Exports of canary seed from Cadiz to the United States during 1917 amounted to 33,060 pounds, against 21,800 pounds in the previous year.

## PROBLEM OF READJUSTMENT HERE

### William B. Colver, of Federal Trade Board Outlines Conditions Facing the United States With Relation to World Trade—Danger of Commercial Imperialism

William B. Colver, chairman of the Federal Trade Commission, addressed the American Specialty Manufacturers' Association, recently, at Cleveland, on reconstruction of business in this country. He said in part:

The reconstruction programme must be founded upon an understanding of the profound change resulting from the war, in the relation of the United States to the peoples and nations of the world and in the no less fundamental change in the relation of the people of the United States to their own Government.

Internationally, the United States finds itself a great creditor nation. Other nations and peoples are indebted to it in terms of billions of dollars. It must largely rebuild Europe and for a time feed it and all before Europe's ability to pay can be established.

If we were, as formerly, a debtor nation and had obligations abroad evidenced by the foreign holding of American securities, it might be possible, for a time, profitably, to foster a "favorable" balance of trade—that is to say, to export more in value than we import, and credit the balance upon our obligations abroad.

But, a nation cannot be a creditor nation and an exporting nation without taking goods in exchange for its exports, and eventually, liquidating its credit balances through surplus imports, except that it build up abroad, a constantly increasing credit balance.

To leave the present credit balances unliquidated and to add to their huge total by an excess of exports over imports, would be to build up a world-wide commercial empire.

Commercial imperialism was what Germany sought and upon this foundation was built the war machine of Germany. The pan-Germanic programme for world-wide economic and financial domination was Germany's death warrant. Being unable to feed the monster by peaceful trade expansion, she was compelled to invoke war.

A reconstruction programme for the United States looking to the building on top of the present credit balances, unending mountains of international credits, will tend, not only to make the United States the most hated nation in the world, but to mark her for destruction. It means commercial imperialism.

It would seem then, that Reconstruction in the international sense, would argue for a fair exchange of commodities between nations with such adjustments that we export those things of which we have the greatest surplus and which through nature's bounty and American industry, energy and invention, we are able to sell most cheaply, taking in exchange, those things which we most desire from every quarter of the globe and which through nature's arrangement, cannot be advantageously produced here. This, with a fair field in the world's markets for competitive goods, would make each transaction profitable both to buyer and seller and would permit the gradual liquidation of such part of the money debt that the world owes the United States as may not be usefully employed as international credits and working capital for the facilitation of our world commerce.

As a trophy of war the United States will have a great merchant marine which, operated at cost by the nation, can carry your goods over every sea as a great public utility for the service of American manufacturers and merchants.

The needed factors in rebuilding foreign trade on permanent foundations are first of all, a knowledge of the business methods, the people and the needs and tastes of those with whom we would trade. We must give them what they want and as they want it. We must go on the theory that "the customer is always right." Now come cost of production, quality of goods, transportation and banking facilities. Comparatively low cost of production is essential as the bulk of international commerce is in staples and sold on price basis.

Naturally, our ships, to give low freights on exports, must bring back freight-revenue producing cargoes.

The transaction will be more profitable as we export less of our precious raw material and more of our finished products. As to certain basic raw materials, notably metals, the export may well be kept, for a time at least, under control. Certainly the manufacturers of the United States must not be made to bid against a world desperately in need of our own basic raw materials.

It does not accord with your ideals to consider that either the scalping of a market or a dumping upon it, is a real building up of business. Profit lies in repeat orders; and good will in the foreign market, based on quality goods and fair-dealing, will come to be the great national asset as to foreign trade.

Under Section 4 of the Webb Law, the Federal Trade Commission is required to enforce such a code of business ethics in the export trade. We know such a code is your desire and we are at your service.

In the domestic aspect, Reconstruction must likewise proceed from an understanding of changed relationships. The nation emerges from the war with a victory dearly bought in blood and treasure. An enormous national debt remains.

This debt takes the form of billions of dollars of bonds to represent the money-cost of the war, and an everlasting obligation to the young men of the United States and to their children and to their children's children, which the nation has incurred when it put in jeopardy, their lives, when they crossed the sea and shed their blood gladly that liberty, democracy, and the right to life, liberty and the pursuit of happiness, might be everlastingly preserved.

#### SOAP FOR THE BOYS OVER THERE

Washington, D. C., Nov. 26.—Statistics just made public regarding the quantities of soaps consumed by our army in France, indicate that the American soldier is as particular of his appearance while in the trenches as he was over here. In the last six months, according to an announcement from the office of the Director of Purchase and Storage, the subsistence division of the Army has purchased for overseas consumption 119,000,000 cakes of hand soap; 53,000 boxes of talcum powder; 100,000 packages of tooth soap and 170,000 packages of shaving soap and paste.

The War Industries Board announces that the restrictions heretofore placed on the domestic use of gold and silver for industrial purposes have been terminated.

The War Trade Board has ruled that wood chemicals and manufactures of rubber from Canada and Newfoundland will hereafter require individual licenses for import.

The O. J. Weeks Company, 387 Washington Street, New York, manufacturing chemists, leased a factory building at Williamson and Grove streets, Elizabeth, N. J., for the establishment of branch works.

#### RE-SALE PRICE-FIXING DISCUSSED BY FEDERAL TRADE BOARD MEMBERS

##### Decision in Case of Colgate & Co. Based on Sherman Act Only—Has No Effect on Question of Re-Sale Prices Under Clayton and Federal Trade Board Act Which Declare Practice Illegal

When the decision of Judge Waddill of the United States District Court at Norfolk, Va., dismissing the Federal indictment against Colgate & Co., for fixing the resale price of their goods, was taken up by the Federal Trade Board, William B. Colver, chairman, referred the matter to ex-Gov. Fort, now a member of the Commission. Here are the Commission's views as expressed by Chairman Colver, and the opinion of ex-Gov. Fort on the legal questions involved. Mr. Colver says:

"This case although only recently decided, has been the subject of earnest study and thought by the Commission and I have asked Governor Fort, the dean of the Commission, a man deeply learned in the law and a man whose fairness and devotion to the public interest and whose sincere and full appreciation of the delicately balanced rights of business cannot be questioned—I have asked Governor Fort to reduce to writing, the result of our study and discussion of this case and I give it now, not as a pre-judgment of any case, because our minds are open to hear anything that Mr. Dunn and other eminent counsel may say on the one side, as well as anything the learned counsel who so ably put forth the arguments of the other side, may advance.

"I am only telling you now, while this case is fresh in your minds and while it is fresh in our own, what Governor Fort and Mr. Murdock and myself are thinking, along this line. And before I read this, I want to say that the Commission is desirous of being helpful in any movement looking to a final legislative decision of this whole vexed question—a decision which, in the wisdom of Congress and the President, shall preserve the rights and interest of all parties, which is to say—the public interest."

Former Governor Fort says: "It does not appear that the decision of the District Court in the case of the United States vs. Colgate & Company, has any effect upon the question of resale prices under the Clayton Act or the Act creating the Federal Trade Commission.

"The Act under which the Colgate indictment was found is the Sherman Act, so-called, passed in 1890, and a careful reading of the opinion of Judge Waddill in the Colgate case fails to show any decision except such as relates to a criminal proceeding under the Sherman Act. The only question decided by the court, as the opinion will show, was whether under the Sherman Act 'a manufacturer of a given article may not, without incurring criminal liability, refuse absolutely to sell the same at any price, or to sell at a named sum to a customer, with the understanding that such customer will resell only at an agreed price between them'; and whether 'should the customer not observe the understanding as to retail (resale) prices, exercise his (seller's) undoubted right to decline further to deal with such persons.'

"Civil liability is in no way mentioned in the opinion. The Federal Trade Commission Act and the Clayton Act are, neither of them, mentioned in the opinion. The Sherman Act was enacted before Sections 2 and 3 of the Clayton Act, which prevent any kind of discriminations in trade, were passed and also before Section 5 of the Federal Trade Commission Act

declared unfair methods of competition to be unlawful. Neither of the sections in the Clayton Act, or the section cited from the Federal Trade Commission Act, are made a criminal offense; they are civil.

"The court in the Colgate case was confined in its decision to the Sherman Act and its provisions, as to whether or not the averments in the indictment against Colgate & Company, if taken to be true, established a criminal case against Colgate & Company. The indictment being under the Sherman Act alone, the court was shut up to its provisions only in determining that question.

"Under Section 3 of the Clayton Act, it is expressly enacted that 'It shall be unlawful . . . to sell or contract for sale of goods, wares and merchandise, . . . or fix the price charged therefor, or discount from or rebate upon, such prices, on condition, agreement or understanding . . . where the effect of such . . . sale, of contract for sale, or such condition, . . . may be to substantially lessen competition or tend to create a monopoly in any line of commerce.' And Section 5 of the Federal Trade Commission Act reads as follows: 'unfair methods of competition in commerce are hereby declared unlawful.'

"It would seem that it is an unfair method of commerce to sell to a customer an article for which he pays, and to whom the title passes, upon the sale, with any condition or restriction as to the terms upon which he in turn may sell. It tends to substantially lessen competition in that it prevents freedom in resale of the articles so purchased. Any act which is made illegal by the terms of a statute, is an unfair method of trade. No one may do an illegal act in selling, and call his method fair. Anything that is illegal must be unfair. The legality of the finding of the resale price or the permissibility of it in trade, and the power of the Federal Trade Commission over that proposition, is not decided nor even touched upon in the opinion in the Colgate case nor in any similar proceedings.

"The Supreme Court of the United States in the Miles Medical case clearly decided that it was not permissible to fix and maintain a resale price and compel the reseller to hold to it, and that decision is still the law.

"It needs, therefore, to be kept in mind considering the Colgate case and its effect upon commerce, that it is only a decision on the criminal side, and in no way affects the civil side under the acts of Congress."

When Edmond A. Whittier, Secretary-Treasurer of the American Fair Trade League, which is backing the Stephens Standard Price bill in Congress, was asked for a statement, he said:

"Judge Waddill's decision is the second big break in the Chinese Wall of misconception of basic facts against which we have been battling throughout the discussion of the economic question of a producer's right to control the resale price of his product, as embodied in the Stephens Bill.

"Following closely Vice-Chancellor Lane's decision, in the New Jersey Court of Chancery, enjoining a Newark Department Store from using Ingersoll trademarked watches as cut-price advertising bait, and holding that such practices are a fraud upon the public by creating a false impression of the value of other merchandise, an entirely new atmosphere has been created in standard price litigation. In these two cases the clean cut issue of protection to good-will and reputation against destruction by sensational price-cutters was presented for the first time uncomplicated by any question of copyright or patent right."

### ORBIS COMPANY TAKES LONG LEASE

The Orbis Products Trading Company, Inc., has made one of the most important leases announced in the New York drug district for some time. Through the Charles F. Noyes Company and Cammann-Voorhees & Floyd, the Orbis Company has leased with the option of purchasing, the six-story basement building at 215 Pearl street, covering a lot of about 30x130 feet and containing over 25,000 square feet of space. The building is located between Maiden Lane and John Street. It is the largest individual building of its character in the neighborhood.

The leasing company is a new \$500,000 company, dealing in drugs, chemicals, essential oils, gums and egg products. C. J. A. Fitzsimmons, president, in commenting on the lease, said:

"We have rented 215 Pearl street for a long term of years with the option of purchasing because we are convinced that this building is practically in the heart of the drug district. We will make extensive improvements from plans by John H. Knubel and occupy the entire building exclusively for our business after the changes have been made.

"There has been a great deal of activity recently in this neighborhood by prominent drug and chemical houses. Frederick Stearns & Co. have leased for twenty years 129-131 Maiden Lane, which is right around the corner, Charles L. Huisking has recently added, by purchase, 110 John street to 5 Platt street and the buildings at 8, 10 and 12 Platt street have been sold and J. Early Wood has bought his building at 21 Platt street. There are other prominent firms within a radius of a block or so north and south, including Powers-Weightman-Rosengarten Co., Geo. Lueders & Co., New Jersey Zinc Company, National Aniline & Chemical Co., Inc., John Carle & Son, Mallinckrodt Chemical Works and Antoine Chiris Co."

The International Coal Products Company, 24 Broad Street, New York, will build a plant at Clinchfield, Va., for the Clinchfield Carbocoal Corporation for the production of toluol, benzol and other coal tar products.

The West Disinfecting Company, Born Street, Long Island City, N. Y., has had plans prepared for the erection of a two-story addition to its plant, about 75x125 ft., to cost \$25,000.

The New Ellen Potash & Chemical Company, Van Nuys Building, Los Angeles, Cal., is planning the construction of a new three-story, reinforced-concrete plant in the vicinity of Los Angeles. Preliminary plans for the structure are now being prepared. Hugh H. Newell and W. T. McLain head the company.

The London "Chemist and Druggist" of October 26 says of various articles: "Tartaric acid remains very firm at from 3s 10d to 3s 11d per pound on the spot. Agar-agar is quiet and the turn easier, No. 1 Kobe strip offering on the spot at 3s 6d per pound. A lot of 25 bales fair Japanese strip at auction sold chiefly at from 3s 2d to 3s 3d per pound without reserve. Pyrogallol acid is dearer, crystals being worth 16s and resublimed 17s 6d per pound, with prospects of a further improvement. Cinchona.—No bark has arrived at Amsterdam since May last. The first hand stock at Amsterdam consists of 837 bales, which have not yet been released by the N. O. T., and no tenders or auctions have therefore been held. Citric acid is a strong market at from 4s 10½d to 5s per pound on the spot."



### Trade Notes and Personals

The St. Jacobs Oil Co. has been incorporated in Delaware with a capital of \$300,000.

Zinc Oxide valued at \$154,451 cleared from this port during September for various foreign countries.

The National Milk Sugar Co. has advanced the price of sugar of milk to 58@60 cents per pound, according to quantity.

The Walter Luther Dodge Co., drugs, chemicals, etc., has been incorporated under the laws of Delaware with a capital of \$320,000.

Exports of rape and mustard seeds from India from January 1 to September 14 amounted to 54,377 tons, against 58,435 tons in the same time last year.

The National Chemical Products Company announces that M. Beardsley, formerly manager of their Philadelphia office, is now in charge of their New York office, 120 Liberty street.

The Federal Trade Commission has made complaint against the Procter & Gamble Co. and the Procter & Gamble Distributing Co., Cincinnati, makers and distributors of ivory soap, alleging that it has reason to believe these companies are forcing retailers to maintain fixed resale prices on their products.

The Federal Trade Commission has ordered the Bingham Bros. Company, New York City, makers of paints and kindred products, to discontinue the practice of giving employees of its customers gratuities such as liquor, cigars, meals, presents and entertainment, with a view to influencing the purchase of printing rollers and other products.

The Secretary of the Treasury has determined upon the issuance of a new series of war savings certificates and stamps to be placed on sale early in 1919 and to be known as the series of 1919. The new series will have a maturity date of Jan. 1, 1924, and in practically all respects will be issued on the same terms and in the same manner as the present series of 1918.

Read, Holliday & Sons sold methyl violet for seven years without a profit, says: "The Dyer and Calico Printer" of London. After seven years the Germans knocked the price down to 50 per cent below cost, and in the year 1914 they reduced the price another ten per cent. Their policy was intended to stamp out competitive manufacture in every country in the world, so that when they had the whole field to themselves, they could dictate prices to customers everywhere.

The Rogers-Pyatt Shellac Co. say: "Our direct information from Calcutta advises us that the next (Coosmie) crop will only produce approximately 40,000 packages, whereas the requirements for the world's trade are estimated to be 120,000 packages; consequently, from the statistical viewpoint, this makes the outlook for the next six months very strong and the possibility of lower prices very remote. Stocks of shellac in the United States are very small and many of the standard qualities unavailable. However, with the arrival of the November-December shipments, all the grades will be replenished."

### OVERSEAS PRODUCTS CO. TO HELP IN BUILDING UP FRENCH INDUSTRIES

**Will Export Steel, Chemicals, Drugs, Dyestuffs, Machinery, Farm Equipment and Hardware—Raw Materials Will Be Drawn from South America, South Africa, the Orient and Australia—Reconstruction Work Already Under Way**

The Overseas Products Corporation has been organized with a working capital of \$500,000 and ample bank resources for the purpose of assisting in the reconstruction work in France and Belgium and has already undertaken several contracts to rehabilitate the destroyed industries of those countries by supplying machinery and raw materials drawn from the United States. Offices and connections have been established in South America, South Africa, Japan and Australia. The company is incorporated under the laws of Delaware and is the outgrowth of the American and Foreign Development and Finance Corporation founded by William Barclay Parsons and Samuel P. Goldman in 1917.

Edward Ewing Pratt, formerly chief of the Bureau of Foreign and Domestic Commerce of the Department of Commerce and for some time past vice-president of the Pacific Commercial Company, joined the organization to enlarge the scope of its activities, and the following officers were elected: President, Samuel P. Goldman; vice-president, Edward Ewing Pratt; treasurer, C. L. Burnham; secretary, R. J. Parkell. Mr. Goldman is a member of the law firm of Goldman and Unger. He is the author of a standard work entitled "Stock Exchange Laws." He was formerly vice-president of the American Bar Association. Mr. Pratt was manager of the Industrial Bureau of the Merchants Association of New York before going to the Department of Commerce in Washington. He has also been closely associated with Anderson, Meyer & Company, Ltd., of China, and Hartmann Bros., of Boston and New York. He is director of the course of foreign trade published by the Business Training Corporation. Mr. Burnham was formerly secretary of the New York Stock Exchange and is a member of the firm of Schuyler, Chadwick & Burnham. Mr. Parkell, secretary of the company, is a commercial chemist of long experience. He is a graduate pharmacist and was engaged in the drug business with Parke, Davis & Co., Detroit, the Hoffman-LaRoche Chemical Works, New York, and the St. George Chemical Co., where he was manager of the chemical department and a member of the board of directors. Immediately prior to his connection with the Overseas Products Corporation he was manager of the drug, chemical and dyestuffs department of the Pacific Commercial Company, and Anderson Meyer & Company, Ltd.

Several leading New York banks are represented on the Board of Directors. Also officials of large insurance companies, several manufacturing concerns, Stock Exchange houses, and owners of real estate in the downtown district of New York, who have been active in financing war work.

The Products Division includes chemical, textile, engineering, shoes, iron and steel, construction material, farm equipment, lumber, office equipment, hardware and furniture departments. There is an exporting division, and a territories division which has managers in foreign countries looking after the interests of manufacturers engaged in foreign trade.

R. J. Parkell, explaining the purpose of the corporation, said:

"There are three classes of exporters: The export

merchant who buys and sells on his own account; the export commission house; and the manufacturers' agent. The export merchant buys in the cheapest market and sells in the dearest. It is an excellent medium for the low-price manufacturer, or for quick sales where a manufacturer or broker is willing to cut prices to obtain ready money. The export commission house is the representative of the foreign buyer. The commission man accepts an indirect commission from the foreign buyer and shops for the best price. In this method of doing foreign business the manufacturer loses his identity. The business is not continuous, because the commission man is always looking for goods at a low price and is not forwarding the interests of any one manufacturer.

"On the other hand the manufacturers' agent represents the manufacturer in the foreign field. He pushes the manufacturer's goods under the labels which have made the products standard in this country and so builds up a permanent and constantly growing business. Service is the keynote of his trade and his future business depends upon satisfying the manufacturer. American manufacturers are not always equipped to handle foreign business. The details of freight, insurance, exchange, port charges, customs regulations and other matters are complicated, and the sales force that must be maintained is expensive. Only two American corporations have succeeded in building up an independent foreign sales department and they found the cost was enormous."

#### SHIPS FOR SOUTH AMERICAN TRADE

Washington, D. C., Nov. 26.—Better transportation facilities between this country and those of Latin America are aimed at by Secretary of the Treasury McAdoo who, as chairman of the United States section of the International High Commission, has taken the matter up with the Shipping Board.

"The United States section of the International High Commission has ventured to make to the Shipping Board a number of suggestions, some general and some specific, relating to the further prosecution of its constructive plans, as well as to the disposition of ships now in its control during their further operation by the board and otherwise," announced the Secretary.

"These suggestions include the immediate availability of ships for both the east and west coasts of South America and the careful planning of freight allocation so as to avoid empty cargo space on southbound trips. It will furthermore be necessary to develop a broad policy to meet the requirements of different industries and sections of both North and South America, in order that no undue hardship may be placed on any given industry or on any one section. Improvement of service for the West Indies and the avoidance of confusion and crowding of schedules by a careful adjustment of calling dates are also matters which have been submitted for consideration of the board."

Importations at New York, recently, included the following articles: 86,249 bags saltpeter, 27 packages ipecac root, 125 cases quinine sulphate, 20 cases menthol, 119 bags senna, 500 bags gum arabic, 390 tubs crude camphor, 42 cases vanilla beans, 621 packages cinchona bark.

The entry of the Anaconda Copper Mining Co. into the field of phosphate manufacture is expected. On Canyon Creek the Anaconda has completed the patenting of two claims through which strikes a bed of phosphate rock 23 feet in width and carrying a content of 30 per cent of phosphoric acid.

#### LABOR CHANGES AFTER THE WAR

##### Bolsheviki Spirit Rampant in United States, Says Harrington Emerson—World Working at Only Five to Ten Per Cent of Capacity

Harrington Emerson, consulting industrial engineer and president of the Emerson Company, expressed his views on labor conditions after the war in an address before the Western Efficiency Society at Chicago, saying in part:

"What about after the war? I have never considered the labor problem as a serious one. It has never struck me as more than incidental in the business. I know a large business at the present time that has to look for its clay that it uses for its work all over the world, in Greenland, and in different parts of the United States and in South America. It sends people out all over the world looking for the particular kind of clay that it wants. It has to use an immense amount of power in order to treat this clay. Again, it has men all over North America and in Canada, east and west, and in the United States north and south. I find that it has caisson at the falls of the Zambesi and caisson at the great falls of South America, and men looking all over the world to find the place where they can secure power at a reasonable rate and they will take their clay that they get in Greenland and carry it, if necessary, to South America to be treated; or they will take clay that they find in Asia and carry it to Africa to be treated. Now, to a firm that has a problem of that kind on its hands the labor question seems more or less incidental, because the other questions are so much larger.

##### Not Working to Capacity

"Of course, any man who insists on staying in exactly the same city that his grandfather did and carrying on the business of his grandfather in the same way, undoubtedly is going to have very acute labor problems which he can only meet as the housewife meets the servant problem, by outbidding somebody else, or by improving the conditions. But we do not want to forget that of the sixteen hundred million people in the world most of them are not working at over five or ten per cent of normal human capacity; that there is an absolutely unlimited storehouse of human energy that has not yet been touched and not been drawn on, a reserve perhaps as great as that which we have already covered by machinery.

"We must not forget that in antiquity they had achieved in many respects a far higher efficiency without machinery than we have achieved with its help; that there were whole communities in antiquity that were able to live indefinitely without work. Not because they were not producers but because they had known how to produce at the slightest amount of expense. We do not want to forget that the cheapest form of transportation that was ever evolved in Africa is carrying the goods from the interior to the coast—that it was far cheaper than anything we have ever dreamed of with our railroads. We do not want to forget that the largest amount of transportation even in the United States today, the movement of material from one spot to another for the benefit of mankind, is not carried by the railroads, it is not carried by steam power, but is carried by the force of gravitation that costs us nothing. We do not want to forget all these possible reservoirs, and what is ahead of us is for each man to adjust himself to the conditions rather than to allow the conditions to master him, because if he sets up a particular set of conditions and then tries to succeed in them he has forged any number of fetters

for himself. But if he chooses to look the whole problem in the face and go where it is most easily solved, there is an unlimited possibility ahead of him.

#### **Bolsheviki Spirit Here**

"It seems to me that what we have seen in Russia is merely the dawn of what impends more or less all over the civilized world. We have seen there to an extent that we would have believed incredible a few years ago, the absolute collapse and destruction of a whole civilization, that in my estimation it will take a couple of generations to build up again, and the Bolsheviki spirit that exists in Russia is rampant throughout the whole of this country.

"Of course, I do not expect that we shall have anything similar to what you have seen in Russia. I am not as foreboding as that. But we shall, nevertheless, have a period of very great readjustment and very possibly a readjustment backwards instead of forwards. That is what I apprehend.

"There are two ways in which wages can be advanced. One is the natural method, the proper method, the one that has tended to the uplift of the world. That is making the advance depend absolutely on the effort, on the gain of the worker. When the worker delivers more it is perfectly proper that the returns should go up. In other words, as unit costs go down wages can very properly rise, and they should rise. Under those circumstances the worker is tremendously interested in seeing that the unit cost goes down. There is a regular mathematical law there. Only to a certain extent can the unit cost go down and only to a certain extent can the wages go up.

#### **Correct View of Wages**

"When you have a system of that kind where the unit cost goes down and correspondingly wages go up, then the worker is encouraged to help depress the unit cost. That is the attitude that he assumes. I remember a great employer of labor who lived in Chicago saying on one occasion, "We view with great satisfaction the fact that our workers have been paid \$600,000 in the year more than they were paid last year, because we know that that increase to the worker meant a lower unit cost to us." So instead of feeling alarmed and depressed over the rise in wages he rejoiced over the larger sum that went to the men because he knew that was so correlated to the output that it meant a lower unit cost.

"On the other hand when you raise wages without any connection whatever with the unit cost you inevitably find that the worker takes his bonus in the form of more leisure. The man will ask for eight hours instead of ten; he will ask for a fifty per cent increase in wages and then he will only do two-thirds as much per hour, because he prefers to take his bonus in the form of leisure. That is the spirit that is confronting us all over the United States today. It is the spirit that employers will have to face, and it is going to confront us, I think, to a very much greater extent after the war. A man who has once had high wages for small work will never again as long as he lives be satisfied with more work and perhaps lessened wages."

The Good Laboratory, Inc., 3786 Third Avenue, New York, has leased the building at 2356 Third Avenue to provide for general business extensions.

The Capote Nitrate Company, San Antonio, Tex., recently incorporated with a capital of \$100,000, is planning the establishment of works for the production of nitrate of potash, sodium nitrate and other specialties. It is proposed to operate the plant in the vicinity of Marfa. G. C. Simpson, Alfred Dueller and J. B. Herff head the company.

#### **FIRM DEMAND FOR DRUGS PREDICTED**

#### **Carl F. G. Meyer of St. Louis Says Greatest Era of Prosperity in History of United States Is Coming**

Manufacturers and wholesalers who have been asked for their opinions on the prices for drugs and pharmaceutical chemicals, following peace conditions, consider the stocks so limited and the demand so great that very little recession in prices is expected. All believe that an era of prosperity is assured for some time.

Carl F. G. Meyer, of Meyer Brothers Drug Co., St. Louis, said, "At a meeting of our buyers, held for the purpose of discussing our future buying policy, I called for an expression of their individual opinion as to the probability of a continuance of business activities, now that armistice has been agreed to and peace seems assured.

"Without exception it was the consensus of opinion that we might look forward to increased rather than decreased sales, and this opinion, judging by orders received from all parts of the country, is shared by the majority of retail druggists. With but one or two exceptions, the Monday following the armistice agreement, brought us the largest number of orders received on any one day within the last few years.

"It is, of course, possible that the prevalence of influenza may have something to do with it, but generally speaking I believe that a feeling of optimism prevails throughout the drug trade.

"With the uncertainty resulting from war conditions overcome; with prospects of enormous requirements for export; with shipping facilities improved; the great wealth accumulated in this country; the great earning power of the masses, coupled with the evident restricted competition from Europe especially from the Central Powers, we feel convinced that even should there be a temporary lull, this country is destined to enjoy prosperity heretofore unknown.

"We know of but few excessive stocks of staples in the drug and chemical line, and feel that those obtainable in round lots will be promptly consumed by export requirements.

"Even with peace evidently assured, few radical declines have come to our attention, while strengthening market conditions apply to many lines, not only of raw materials but manufactured products as well. A great many staples have been practically unobtainable, certainly not in quantities sufficient to satisfy even the urgent demand.

"It would seem reasonable we might expect a gradual revision of prices, yet we cannot imagine that a pre-war condition can be looked for within several years, if at all. The United States, being possessed of ample funds, abundance of energy, and with a large portion of the world depending upon her resources, will occupy a most ideal situation in the world's commerce. We feel that manufacturers, jobbers and retailers alike, who have enjoyed the activities of the last few years, will exert their utmost energies to retain their position after peace has been declared, and with the improved labor conditions and with the assistance from the men who have been in the service, we see the dawn of the greatest era of prosperity in the history of the United States of America."

An extra dividend of 2½ per cent on the common stock has been declared by the General Chemical Co., payable February 1 to stockholders of record December 31. The regular quarterly dividend of 1½ per cent on the preferred stock was also declared, payable January 2 to stockholders of record December 18.



## The Drug & Chemical Markets

### ONLY SLIGHT DECLINES IN DRUGS

**Increased Production and Inability of Some Dealers to Carry Stocks on Hand Result in Selling Competition—Santonin, Sugar of Milk and Nitrate of Silver Higher**

### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

#### Advanced

Amber Oil, Crude, 25c	Linden Flowers, Without Leaves, 6c
Cherry Bark, Wild, 2c	Orris Root, Florentine, Bold, 2c
Foenugreek Seed, 1/4c	Sassafras Bark, Select, 1 1/2c
Menthol, Japanese, 5c	Silver Nitrate, 2c

#### Declined

Acetanilid, Second Hands, 3c	Gelatin, Silver, 5c
Antipyrine, Bulk, 50c	Bromides, Ammonium, 5c
Caraway Seed, Domestic, 1c	Potassium, Granular, 25c
Cassia Oil, 75-80 P.C., 25c	Potassium, Crystals, 25c
Celery Seed, 1c	Sodium, 5c
Cinchona Bark, Broken, 10c	Pepper Singapore, Black, White, 1/2c
Citronella Oil, Java, 10c	Poppy Seed, 1/2c@1c
Cloves, 1c	Saccharin, U.S.P., \$2
Coumarin, Refined, \$5	Senna Leaves, Siftings, 15c
Glycerin, C.P., 13c	Uva Ursi, Herb, 2c
Crude, 8 1/2c@10 1/2c	Vanilla Beans, 20c

Prices hold steady in the drug market, in spite of recessions this week, owing to temporary selling competition by dealers who have stocks which they are unable to carry. The declines were not heavy.

Bromides are lower, makers offering all varieties at 5c@25c a pound lower, because of increased stocks. Acetphenetidin is lower among second hands, because of increased selling competition and lack of demand, which also applies to acetanilid. Antipyrine suffered a decline owing to an accumulation of stocks. Crude and refined glycerin suffered several cuts, owing to keener competition among refiners. The War Industries Board has cancelled control of the commodity and fixed prices. Saccharin was again reduced \$2 a pound.

Makers of santonin advanced the price \$1.50 a pound, and sugar of milk, powdered, in one-pound cartons, was advanced because of higher cost of production. Nitrate of silver is 1c an ounce higher, owing to the advanced price of silver.

Spices are dull and lower for some varieties. Herbs, leaves, seed, etc., rule steady. Botanicals are steady but quiet, values being upheld by scarcity of some varieties owing to lack of shipping.

**Acetanilid**—Makers continue to maintain quotations at 63c a pound for C. P. supplies in bulk, barrels added, at which price a fair business was reported. Values quoted by second hands range from 60c@61c a pound, showing a decline owing to freer offerings and a slow buying movement.

**Acetphenetidin**—Makers report a slow demand at former prices ranging from \$2.75@2.80 a pound for prompt delivery. Outside holders lowered quotations to \$3, while in the West offerings were made f. o. b. at \$3.40 a pound.

**Antipyrine**—Makers in several quarters lowered prices 50c to \$21@23 a pound for supplies in bulk. The drop in the market is due to larger offerings brought about by an accumulation of stocks and lack of demand.

**Bromides**—Leading manufacturers lowered prices 5c @25c a pound on all varieties. An accumulation of

stocks weakened the market. Makers are now quoting ammonium granular 70c; sodium granular 60c; potassium granular \$1, and strontium crystals 60c a pound in bulk for lots of 50 pounds, one delivery, except potassium granular in 100 pound lots, one delivery. Manufacturers refuse to enter contracts or orders for supplies for future delivery.

**Caraway Seed, Domestic**—Sellers of domestic seed offered increased quantities at lower figures covering 1c decline to 68c@69c a pound. Absence of demand was chiefly responsible for the decline.

**Cassias**—Under selling pressure by tired holders, the market closed dull but unchanged at 46 1/2c@49c a pound. China cassia is easier on increased selling of consignments in store. The supply is ample but there are no indications of impending changes in price.

**Celery Seed**—Liberal offerings and few buyers resulted in a decline of 1c to 59c@60c a pound. Shipments from Marseilles to be made as soon as possible are being offered at 48c@49c a pound.

**Cloves**—Notwithstanding that stocks are scarce, buyers refused to meet the unusually high prices named by holders. Some sellers, in order to create a demand, lowered quotations 1c to 47c@47 1/2c for Zanzibars, and to 58 1/2c@60c a pound for Amboynas.

**Coumarin Refined**—Prices scored a sharp break of about \$5 to \$20@22 a pound. The weakness is due to keen selling competition and a larger production which led to liberal offerings.

**Dragon's Blood**—Owing to the market being practically depleted of supplies in reeds, prices are quoted wholly nominal at \$4.90@\$5.20 a pound. The market is very unsettled, owing to the uncertainties surrounding fresh arrivals.

**Foenugreek Seed**—Moderate stocks and limited offerings of new crop seed led to an advance of 1/4c to 9 3/4c@10c a pound. There are also offerings of new crop now due at same prices.

**Glycerin, C. P.**—Refiners lowered prices to 50c a pound for supplies in drums and to 52c in cans due partly to the War Industries Board having removed control of the commodity. This action, however, does not affect agreements now in existence between producers of glycerin and the various Government departments. Prices closed steady, but nominal. Keener selling competition among refiners led to a further drop of 5c to 45c a pound for supplies in bulk, drums added.

**Glycerin, Crude**—The reduction in prices for refined and the removal of control of the commodity by the Government resulted in sharp declines of 8 1/2c@10 1/2c a pound in crude glycerin. Prices closed entirely nominal. Sellers are quoting 25c@25 1/2c for saponification loose and 23 1/2c@24c a pound for soap-lye loose a pound.

**Hemp Seed**—Lack of demand and some selling pressure led to a decline in values of 1/4c a pound for Manchurian seed. Sellers are asking 7 3/4c@8c a pound.

**Menthol, Japanese**—Limited offerings, due to scant supplies and firm primary advices resulted in sales of moderate lots at 5c higher to \$5.65 a pound. The renewal of shipments from abroad, it is expected, will cause an active export demand, and may be followed by rising prices.

**Mercury**—Advices from Washington stating that maximum prices upon mercury will not be fixed by the War Industries Board, but that agreements now existing between mercury producers and the Board will not be affected had no special bearing on the market. Leading selling agents repeated quotations at \$127.50 a flask of 75 pounds.

**Morphine**—With the production adequate to meet a seasonable demand and prospects of a gradual increase in supplies of poppy, the trend of the market continues steady. Makers are offering supplies of sulphate on the basis of \$11.80 an ounce for lots of 25 ounces.

**Nutmegs**—The market is dull and featureless as a result of an absence of buyers. Prices closed easier owing to dealers realizing on odd lots, but stocks are limited with small prospect of fresh supplies in the near future.

**Opium**—Prices rule firm with no prospects of any immediate changes. A development of interest was a report from Washington issued by the President of China that the Chinese Government will burn opium valued at \$14,000,000 which was purchased by the Chinese Government from foreign merchants to prevent trading in opium in China's provinces. Holders here quoted granular at \$25.50, powdered at \$24.50, and supplies in cases at \$22.50 a pound.

**Pepper, Singapore**—Black and white supplies were lowered  $\frac{1}{2}$ c a pound, because of a hand-to-mouth demand. Holders of black pepper named 23c@24c, and for white 29 $\frac{1}{2}$ c@30c a pound.

**Pimento**—Prices closed fairly steady, but  $\frac{1}{4}$ c lower to 9 $\frac{1}{4}$ @9 $\frac{1}{2}$ c a pound for select lots under larger offerings and a moderate inquiry.

**Poppy Seed**—In order to stimulate the demand, holders lowered quotations 1c@ $\frac{1}{4}$ c a pound. Offerings included moderate lots of Russian seed at 70c@71c and Indian seed at 38c@38 $\frac{1}{2}$ c duty paid.

**Quinine**—Makers note an active inquiry which continues to absorb the production on the basis of 90c an ounce for sulphate supplies for lots of 100 ounces in tins. Among second hands values ruled irregular, ranging from 96c@\$1.04 for American sulphate and from 99c@\$1.04 an ounce for Java, closing steady at \$1.05@\$1.10 and from \$1@\$1.05 an ounce, respectively. Stocks of Java sulphate are narrowing in some quarters which accounts for smaller offerings toward the close.

**Saccharin, U. S. P.**—In response to price cutting by second hands in order to liquidate their holdings prices suffered a further decline of \$2 a pound. Manufacturers are quoting \$10.50 a pound for supplies of both soluble and insoluble of standard makes. Leading makers are refraining from quoting deliveries after January 1, new manufacturers having entered the field.

**Sage Leaves, Greek, Stemless**—An accumulation of supplies and tired holders liquidating supplies caused a decline of 1c to 27 $\frac{1}{2}$ c@28c a pound. Offerings of Greek now due are being made at 22 $\frac{1}{2}$ c@23 $\frac{1}{2}$ c a pound duty paid, while moderate quantities are offered for shipment as soon as possible from France at 22c@22 $\frac{1}{2}$ c a pound. A lot of good Greek sage has been offered at 25c f. o. b. Cincinnati, O.

**Silver Nitrate**—In response to a higher market for silver, producers raised quotations 1c to 66 $\frac{1}{4}$ c an ounce for 500 ounce lots. The demand continues steady with a fair movement into consumption.

## MUST REVISE LAWS TO GET FOREIGN TRADE

Dr. Edward Ewing Pratt, formerly chief of the Bureau of Foreign and Domestic Commerce, and now with the Overseas Products Corporation, says that Great Britain and Germany have made greater preparation for after-war trade than the United States. In a recent lecture at the West Side Y. M. C. A., he said in part:

"There are certain things, however, that must be done, and done immediately, if we are to have a fair show in foreign trade from now on.

"Our Government must remove at the earliest possible moment all Government restrictions on foreign trade, although it will not be possible to remove these restrictions at one swoop. Certain import control and certain control of shipping must undoubtedly remain for a few weeks, or, at most, a few months. We must get rid at once of the export control which has served its purpose, and a very high purpose indeed. Men like McCormack, Richards, Fuller, Van Sinderen, Peterson and others have done a great service during the emergency of wartime, but all these men must be big enough to put this work resolutely behind them and devote themselves to tearing down the big machine that has been built up.

"Control of manufacturers through priority must go as quickly as possible. Control of rail transportation must also go and our shipping control likewise, as soon as the most urgent needs of our Expeditionary Forces and of the European situation will permit. If we are to properly supply the nations of the world, if we are to serve Europe by supplying the things they most need, trade must be permitted to resume as quickly as possible its normal course.

"We must revise our laws relating to shipping so that our merchant marine, built at such great cost, will not be sold to other countries.

"We must see to it that an intelligent interest is taken in foreign trade by our Government, at the White House, in the Executive Department, and in commerce, and this means that the United States must formulate a commercial policy, that the United States must seek commercial advantages by treaties, that the Diplomatic Corps must be taught that its chief subject matter is commerce, that the Department of Commerce must be given a real job and its work in promoting foreign trade must be increased and broadened, and that we must recognize the responsibilities that the Monroe Doctrine lays upon us and make a repetition of the Mexican affair an impossibility.

"We must extend our commercial and investment banking hand in hand into foreign markets so that trade may flow freely and directly and so that our large credit balance will be used to the best advantage.

"We must continue the direct contracts that we have made with the sources of raw materials and eliminate indirect trade wherever we find it.

"We must educate ourselves for foreign trade. We must educate the man in the street, the manufacturer, the heads of his departments, the exporter, his staff, the banker, the railroad man, the shipping man, the investor, and finally, last but not least, the college professor.

"We are, I believe, upon the eve of a great development of our foreign trade, a development which will rival that of the last four years, but which can be attained only by the co-operation of all elements in our national life and particularly intelligent and far-seeing co-operation of our Government, or perhaps preferable, the Administration at Washington, which can make or mar the success of our international enterprise."

## Heavy Chemical Markets

### SLIGHT RECESSIONS IN CHEMICALS

No Pessimism in the Trade Over Easier Market—  
Less Demand for Bleaching Powder Which Is No  
Longer Wanted for Manufacture of Trench Gas

### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced  
No Advances  
Declined

Bicarbonate of Soda, 4c lb.	Sal Ammoniac, $\frac{1}{4}$ c lb.
Bleaching Powder, 50c per cwt.	Silicate of Soda, 40 degree pro-
Caustic Soda, 30c per cwt.	duct, $\frac{1}{4}$ c lb.

Traders are still in the waiting attitude which they have assumed since the armistice began. A leading factor said: "If we only knew what Washington would do, and how soon the Board would act, everybody would be greatly relieved, and business could go ahead as usual. As it is at present everything is upset; we don't know anything about the prospects of getting raw material, or sending over the finished product. So far no definite decision in such matters has been reached, and naturally the trade is in an upset condition."

Although business has been interfered with it is the general opinion that there is no cause for pessimism up-to-date, and that it may be regarded as remarkable the way trading is done in the face of such obstacles. There is no great cause for apprehension as to a slump in prices. While some products may drop temporarily, it is confidently believed that they will come back to the old standard in a short while, and after the readjustment they will not react, but will probably go higher.

There have been some recessions the past week, with practically no advances, but this has caused no alarm. Bleaching powder has gone off a trifle, bicarbonate of soda is slightly lower, as is the case with silicate of soda, but the recessions are so moderate that the trade is not in the least disconcerted. Caustic soda was quoted at a reduction by first hands, but was firmly held by second hands, at \$4.00 to \$4.25 per hundred pounds. An active export inquiry was reported for carbonate of ammonia. Sal ammoniac was said to be in slight demand, with recessions in price on both the gray granular and white varieties.

**Acids**—There has been no trading so far as salicylic is concerned. Only a few grades of lactic are to be found in the open market. No change is expected in sulphuric until about the first of the year. The price-fixing limit of the Government will expire Dec. 30. Citric is practically unchanged, quotations being 98 $\frac{1}{2}$ c to 99c per pound.

**Benzoate of Soda**—The demand for this product is daily lessening, and may be expected to decrease from now on as the greatest call for the material is for preserving purposes. Demand and supply have become more nearly equalized, with the result that prices remain at about the same level of \$2.80 to \$2.90 per pound.

**Bicarbonate of Soda**—Spot stocks are reported much more in evidence, with a fair demand, and offerings in good numbers. It is said that business is increasing in

spite of the fact that nothing definite as to the future outlook of the trade has been settled upon. Prices have dropped slightly, the range now being from \$3.40 to \$3.80 per hundred pounds.

**Bichromate of Soda**—It is reported that leading manufacturers have contracted so far ahead for this product that at the present they are not reaching out for more business. Prices have not materially altered, the range being 18 cents to 20 cents per pound. At the latter figure traders having resale supplies on their hands are reported anxious to sell.

**Bleaching Powder**—As restrictions on this material have been removed by the Government, since it is not needed any longer in the making of gases for war purposes, spot stocks are considerably easier, with the demand not particularly heavy at the present. As a result of these conditions reports were current in the trade that offerings were being made at considerable concessions, the range being from \$3.00 to \$3.50 per hundred pounds. This is a decline of 50 cents a hundred pounds, compared with former quotations.

**Carbon Tetrachloride**—Dealers report that spot stocks of the product are exceedingly difficult to locate, but it is expected that manufacturers will have goods to offer direct to consumers, now that Government requirements have been satisfied. With this an accomplished fact prices will probably be lower than at present. Quotations are still nominal, although one producer is said to have made an offering at 30 cents per pound, works.

**Caustic Potash**—There is some activity as small stocks are reported sold daily, and there is a steady demand. This causes the price to remain unchanged, and gives a certain firmness to the trading. For the 70 to 75 per cent variety the quotation is 55c to 60c per pound, while for the 88-92 per cent kind the price is 67c to 70c per pound. These quotations depend largely on the quantity of the material purchased. They are for prompt shipment from works.

**Caustic Soda**—It is reported by a prominent manufacturer's agent that inquiries for this material are especially heavy. Much of the demand just now is for material for export. Both Japan and Europe are asking quotations for the commodity. Most of the large producers have placed contracts for next year at a price ranging from \$3.25 to \$3.37 $\frac{1}{2}$  per hundred pounds. For the 60 per cent base product in the local market the price is given as ranging from \$3.37 $\frac{1}{2}$  to \$3.50. Second hands report sales at a slightly higher level, the range being \$4.00 to \$4.25 per hundred pounds.

**Copper Sulphate**—Demand for this material is reported fairly steady, and producers are turning it out in good quantities. Supplies are reported scarcely in excess of requirements, with the consequence that there are no surplus stocks of any size on the market. Most of the call is from home consumers, although export activity is expected to be noted soon. For the small 98-99 per cent variety quotations remain practically unchanged at 9 $\frac{3}{4}$ c to 9 $\frac{5}{8}$ c per pound. The quotation for the large 99 per cent crystals is still \$9.50 to \$9.75 per hundred pounds, prompt delivery works.

**Prussiate of Potash**—Spot supplies of the yellow product are to be found on the market in larger lots than heretofore, and prices are practically unchanged for this variety, the range still being from 80 cents to



85 cents per pound. Demand is about the same. The red variety is still \$2.30 to \$2.40 cents per pound for domestic consumption and export purposes.

**Sal Soda**—Demand for this commodity is still heavy, with spot supplies not up to requirements, and it is expected that it will grow heavier. Under these conditions quotations may be considered entirely nominal. Prices range from \$1.60 to \$1.75 per hundred pounds for the material in kegs and barrels, prompt delivery from works, and from \$2 to \$2.50 per hundred pounds for spot material. The market displays considerable strength.

**Silicate of Soda**—No special activity is noted in the trading for this product, and the demand is reported not to be as heavy as it was a week ago. Quotations for the 60-degree material are given as 5¼c to 6¼c per pound, and for the 40-degree variety the price is a trifle lower, from 1c to 2c per hundred pounds, according to quantity of purchase. Slight advances on these quotations are asked by second hands.

**Soda Ash**—As it is understood that the Government has granted export licenses on the material, there is an easier tone to the market, although quotations have not been changed. Exports to Japan will now go out, and a large quantity of the material is reported held up in San Francisco. So far as the dense variety is concerned there is little activity noted. The price in single bags is \$3.15 per hundred pounds, on a basis of 48 per cent; and \$3.60 per hundred in barrels, on the same basis. For the light 58 per cent ash, single bags, quotations are \$2.65 per hundred in the local market, \$2.55 in Philadelphia, and \$2.60 for New England deliveries. Prices for barrels are \$2.90 per hundred pounds, ex-warehouse, New York, Philadelphia, and Boston, and \$2.70 per hundred, Chicago.

#### MEMPHIS AS A MANUFACTURING CENTER

The Memphis Chamber of Commerce has issued a pamphlet on the advantages and resources it offers to manufacturers and distributors in Memphis. Memphis has 800 manufacturing establishments in the city and just outside the corporate limits, with a yearly output valued at \$125,000,000. Its most notable progress is in manufacture of hardwood lumber and forest products, cotton and cotton seed products, mixed feeds, steel and iron products, grain products, drugs, pharmaceutical supplies and proprietary medicines. The pamphlet can be obtained by applying to the Memphis Chamber of Commerce, Publicity Division.

#### UNITED DRUG CO.'S EARNINGS

The United Drug Company for nine months ended September 30, earned a surplus after charges and taxes of \$2,831,098. After allowing for first and second preferred dividends officials figure that the balance was equal to \$10.11 a share on the common stock.

Sales for the period amounted to \$35,365,887 and the cost of merchandise sold was \$23,016,070. The merchandise profit after operating expenses of \$8,739,341 amounted to \$3,610,476.

The annual meeting of the Maryland Section of the American Chemical Society was held in the Johns Hopkins Chemical Laboratory, Baltimore, Md., last week. A. E. Marshall, of the Davison Chemical Company was re-elected chairman, and Dr. B. F. Lovelace of the Johns Hopkins Chemical Laboratory, vice-chairman for the year 1919. Mr. Gundlach, of the United States Asphalt Refining Company, Fairfield, was elected secretary-treasurer, after a close contest with A. Harvitt.

#### PRIORITIES CANCELLED: BANS REMOVED

All priorities relating to shipments for domestic industries and products for civilian interests have been cancelled, effective November 22. The only priorities which still hold are for the Emergency Fleet, the railroads and the Navy, including the telephone and telegraph companies.

According to a statement by Bernard M. Baruch, chairman of the War Industries Board, maximum prices now in effect will be continued on all commodities affected until the expiration date previously set, unless some unforeseen emergency arises. Regarding maximum prices, Mr. Baruch said that as the expiration date approaches the board will consider on its merits the advisability of extending the period of price control over the respective commodities affected, or removing it.

The ban has been removed from bleaching powder and liquid chlorine, also liquid bleach, according to Washington advices. A certain quantity of carbon tetrachloride is also available.

No maximum prices on tanning extracts made from domestic raw materials will be set by the War Industries Board, owing to the fact that Government requirements for leather have been curtailed considerably through the signing of the armistice. At the same time, all restrictions relative to the distribution of tanning extracts are withdrawn.

No maximum price will be set for quicksilver by the price-fixing committee of the War Industries Board, it having been agreed at a meeting between the committee and the producers of quicksilver that no present necessity exists for such action. This decision, however, does not in any way affect the agreements existing between the producers of quicksilver and the non-ferrous metals section of the War Industries Board.

Limitations have been removed from acetic acid and sal ammoniac by the War Industries Board, allowing the producers to make sales at any price. Sal ammoniac prices were fixed only for sales to the Government.

#### DEMOBILIZATION OF CHEMISTS

The problem now before the industrial relations branch of the Chemical Warfare Service is to assist chemists in serving to obtain positions where their training and experience can be used to the best interests of the Government. This readjustment is made possible through information gathered by Dr. Charles L. Parsons, secretary of the American Chemical Society, and through the questionnaires sent out by Major F. E. Breithut, of the personnel division of the Chemical Warfare Service.

In order to accomplish results the chemists now in military service who desire to return to chemical industry are being requested to inform the chief of the industrial relations branch concerning their business prospects, while the manufacturers are being asked to designate their requirements for chemists.

Any information desired may be obtained by writing to Major Allen Rogers, chief industrial relations branch, Chemical Warfare Service, Seventh and B streets, N. W., Washington, D. C.

Edward H. Childs, attorney for 59 Wall street, has been named trustee by the creditors of Herman & Herman, Inc., to take care of the business in the interest of the creditors.

The United States Government has turned the control of the big explosive plant at Nitro, W. Va., over to the Hercules Powder Co., according to reports received from Charleston, W. Va.

## Color & Dyestuff Markets

### PRICES OF DYESTUFFS REMAIN FIRM

**Belief Is General in the Trade That Products Heretofore Used in Making Munitions Will Be Cheaper—Little Activity in the Market**

### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Albumen, egg, 10c lb.	Aniline Salts, 3c lb.
Cresylic Acid, 5c gal.	
Declined	
Benzidine base, 5c lb.	Phenol, 3c lb.
Betanaphthol, 15c lb.	Solvent naphtha, 5c gal.

In spite of the fact that the market for dyes and dyestuffs has been characterized by inactivity the past week, only routine trading being indulged in, and the speculative element completely quiescent, prices have remained steady. Only three or four products have suffered declines, so far, and these have been so slight as to cause little apprehension.

There is no doubt, according to the statements of leading factors who are known for astuteness, that a sharp break in prices may be expected. It was also declared that some traders would be caught and pinched, but the opinion was expressed that the general trade would not suffer to any extent. It is too firmly entrenched for that, all are agreed.

It is expected that the greatest price declines will occur in those materials which have been utilized in the making of war munitions. The price of phenol has dropped already, and an interesting statement was made in this connection by a prominent manufacturers' agent. It was to the effect that at the present enough phenol is being turned out in five days in this country to supply actual needs for twelve months. It is not the producers who will suffer if a slump occurs, for they are protected by hard and fast contracts, but dealers who happen to have acquired stocks of any size, it is asserted.

Trading in aniline dyes was quiet during the week, as dealers were content to let well enough alone and not to venture deeply, owing to the belief that prices would take a drop. The reason for this expectation was a foreseen release of large supplies of intermediates, used hitherto for making munitions. Of considerable interest to the trade was the arrival of a representative of Japanese textile interests, whose mission was to further a basis of operations between dye consumers of his country and producers in the United States. The question of standardization was one which he wished to have settled finally if possible.

Arrival in port of a ship bearing a consignment of Swiss auramine caused more than passing interest to the trade, but had little effect on prices, as none of the imported stuff found its way to the open market, so far as could be learned. There was little movement in other Swiss dyes. Soluble blue remained quiet and easy and a shortness was reported of stocks of metanil yellow. Vegetable dyestuffs showed no marked activity.

### Dye Bases and Dyewoods

**Albumen**—Most of the material which is now being brought into the country goes direct to consumers, so that there are few stocks found on the market, although

some sales of small lots have been reported of late. Prices ranged from \$1.50 to \$1.55 per pound, with the latter quotation predominating. The technical egg variety is quoted at \$1.15, and the domestic blood product is now held at 87 cents. Egg yolk supplies, spray process, are still quoted at 70 cents to 75 cents, and the granular is held at 47 cents.

**Annatto**—A fair demand is reported for the seed variety, with no large spot supplies to be obtained, although with the restrictions on imports removed the trade looks for greater activity. Fair amounts of the product are to be found in the open market, at prices from 8½ to 11 cents per pound. For the best grades the range is from 33 cents to 35 cents.

**Antimony Salts**—Producers are paying slight attention to the 47 per cent or the 75 per cent varieties, which are in small demand, and for which no quotations are given. No special change is noted in the 65 per cent commodity, although the market is declared to have a certain amount of strength, and material is going to consumers through regular channels. The price for this product, prompt shipment, has a range of 70 cents to 75 cents per pound.

**Cochineal**—There is still a scarcity of supplies of this material, although the demand is not particularly heavy at the present. What the outcome will be when the peace treaty is finally signed can not be told yet by traders, but they do not foresee any heavy decline in the price of the product. Excess of demand over supply has a strengthening effect on the market, and prices are maintained at the previous level of 80 cents to \$1.00 per pound.

**Divi Divi**—No relief in the situation regarding this commodity has yet been noted, as imports go directly to consumers, under the ruling of the War Trade Board, and scarcely any spot supplies are to be obtained in the open market. It is confidently expected by the trade, however, that conditions will soon be relieved. Quotations, which may be considered entirely nominal, range from \$70 to \$80 per ton.

**Fustic**—Spot stocks of the sticks are not to be found in the market, as imports are still going directly to consumers. Within a short period it is hoped a supply of the material sufficient to meet the requirements of the trade will be available. These requirements are daily growing, and after a return to normal peace conditions, will be heavy. Nominal prices are from \$60 to \$80 per ton for the sticks, from 15 to 16 cents for the 51 degree liquid extract, and 26 to 31 cents for the solid.

**Gambier**—While the market is quiet, owing to the scarcity of spot supplies, due to the restrictions on imports by the War Trade Board dealers say that there is a firm undertone to the market. They do not expect special activity. Because of the fact that demand exceeds supply, prices are well maintained. The common variety is still from 23½ cents to 24c per pound, the Singapore cubes at from 25 to 30 cents, and the Java at 19 to 20 cents.

**Indigo**—Despite the fact that a large amount of this material was received by consignment conditions were apparently unchanged, and spot stocks were not in evidence in the open market. Prices remain steady. The situation of synthetic indigo remains the same, as manufacturers are still devoting their efforts to filling

Government orders, and no quotations are given. For the natural varieties the price range of Bengal is from \$3.00 to 13.75 per pound; Oudes, Kurpahs and Guatemalas are held at \$2.25 to \$2.75 per pound, and the Madras is 80 cents to \$1.00. Indigotine is quoted at \$4.00 per pound for prompt shipment, and the extract is 26 to 30 cents.

#### Coal Tar Crudes

**Benzol**—Producers are turning out fairly heavy stocks of this material, which is being taken by the consumers, the demand about equalling supply, so that prices are being firmly maintained. There has been practically no change in quotations, the pure, water white product being held at 22 cents per gallon, prompt shipment works, and in tank cars, and 27 cents for drums.

**Cresylic Acid**—Quotations for this commodity have slightly advanced, and it is expected that they may go still higher, as the demand is reported on the increase, with spot stocks less in evidence. The pale 97-99 per cent variety is now held at \$1.20 to \$1.25 per gallon, drums included. It is reported that the British Government is on the point of curtailing imports greatly.

**Phenol**—Owing to the fact that this product is no longer needed for munition purposes, supplies have increased to such a degree that an overproduction is expected by the trade. At least one foreign government has asked to have its contracts with producers over here cancelled, and, while this will not be done, it is probable that the stocks will not be sent abroad. Traders are afraid to venture, under the circumstances, and prices have already dropped. The quotation up to the time of writing was 40 to 44 cents per pound which is a decline of 2 to 5 cents.

**Naphthalene**—The market is still characterized by dullness and inactivity, and dealers do not expect this condition to change for the present, not until after the first of the year, probably. While trading is featureless, strength is exhibited by the fact that prices remain at the same level. Flakes are held at 9 to 10 cents, according to quality. The ball product, which is still scarce, is quoted at 12½ cents in carload lots.

**Toluol**—Traders are awaiting a move on the part of the Government to release this product to private consumers. For a long time all the material turned out by producers has been available only for war purposes and none, or practically none, has been sold in the open market. There is said to be a good demand in readiness when stocks are diverted to private consumers. Nominal prices are from \$1.50 to \$1.55 per gallon.

#### Intermediates

**Aniline Oil**—Demand for this commodity is reported excellent with the result that supplies are moving steadily to consumers who report that there are no surplus stocks on the market. There is a firm undertone to the trading with prices remaining at the same level. Quotations, which are considered nominal, are 30 cents to 32 cents per pound, drums extra. The aniline for red is still quoted at \$1.15 to \$1.20.

**Aniline Salts**—Dealers assert that the demand is excellent and, despite the fact that production is large, few lots of any size are to be obtained in the open market. Whether this demand will be increased by the coming of peace is a matter which cannot be foretold, traders say. Prices are slightly higher, the product now bringing from 43 to 45 cents per pound, prompt shipment.

**Benzidine**—Much of the product being handled locally is for purposes of export, though the domestic demand is steady. Supply and demand are about equal. As producers are increasing their output, and stocks

are increasing, the price has shaded off slightly for the base material, the range for this now being \$1.75 to \$1.80 per pound. The sulphate remains practically unchanged at \$1.40 to \$1.45.

**Betanaphthol**—No special activity is to be noted in the market for this material, stocks being turned out in quantities sufficient to meet the demand which is about the same as for the past week, though a heavier call is expected. A lower price is quoted now for the technical, which is held by one large agent at 60 to 65 cents per pound, a drop of about 15 cents. The crude variety is held at 50 cents to 65 cents per pound and the U. S. P. at \$1.20 to \$1.30.

**Dinitrobenzol**—A fair supply of stocks is to be found in the market, but the demand is said to be light, with no particular reason why it should be increased for the present. Spot goods are being offered at the former price range of 40 cents to 42 cents per pound. While trading is inactive the stability of prices indicates strength.

**Diphenylamine**—There is a fairly active demand reported for this commodity, and supplies at the present are inadequate, traders report. Spot stocks are especially difficult to locate, and quotations are maintained at the same level. For immediate shipment from works prices range from \$1.00 to \$1.10 per pound, according to quantity.

**Paranitraniline**—This material is reported to be found on the market in larger quantities than heretofore, although the demand has apparently not lessened, and there is a firm undertone to trading. It is reported that some buyers are refraining at the present time in the hope of getting slight price concessions. Quotations are still from \$1.80 to \$1.90 per pound for immediate delivery.

**Resorcin**—While there is no special feature in the trading for this product, and no sales of any size are reported, demand is fairly good, and prices hold steady. The technical variety is quoted at \$4.50 to \$4.75 per pound, the crude has a range of \$3.75 to \$4.00 and the U. S. P. is held at \$7.25 to \$8.00.

#### DU PONT'S SEEK ENEMY PATENTS

E. I. du Pont de Nemours & Company, Wilmington, Del., asked the Federal Trade Commission for seven licenses to use German-owned or controlled patents covering acids, dyes and processes for making them.

At the same time, E. C. Klipstein & Sons Company, New York City, asked for license to use a patent for "The Process of Bating Hides"; and the Phenarsenyl Distributing Company of New York, Inc., applied for two licenses covering acids.

The patents were issued by the U. S. patent office at various times from 1909 to 1914, to German firms or their assignors of Darsmtadt, Frankfort-on-the-Main, Offenbach-on-the-Main, and Ludwigshafen-on-the-Rhine, Germany.

The Du Pont license applications are for use of patents on the following "Producing Ice Colors," "Stable Indigo-white and Process of Making Same," "Compounds of Leuco Vat Dyes with Aralkyl Compounds and Process of Making Same," "Reducing Indigo Coloring-Matters," "Aromatic Ammonium Compounds and Process of Making Same," "Azo Dyes from the Arylamids of 2,3-Oxynaphthoic Acid and For of Making Them," and "Condensation Products from the Arylamids of 2,3-Oxynaphthoic Acid and Formaldehyde and Azo Dyestuffs Therefrom and Process of Making Same."



## The Foreign Markets

### QUININE UNDER CONTROL IN LONDON

**Price Cut in Half by the Government—Some Glycerin Released—War Risk Rates Reduced—Prices of Drugs and Chemicals Holding Firm**

(Special Cable to DRUG & CHEMICAL MARKETS)

London, Nov. 26.—The market for drugs and chemicals is quite firm. The extreme shortage in shipping and the depleted condition of druggists' stocks explains the absence of liquidation which was expected to follow the announcement of the armistice.

Many of the restrictions on exports and imports have already been removed and others have been modified by the Government.

Quinine is now controlled. Maximum prices in lots of 10,000 ounces are 2s 11d an ounce, and for small packages 3s 2½d. Previous to the promulgation of the Government order the prices were 6s for large lots and 6s 6d for small parcels.

Some glycerin has been released by the Government orders.

War risk insurances rates have been reduced to 2s 6d. The combined marine rate to New York is 7s 6d.

Higher prices are named for amidopyrin, antimony, benzoic acid, benzoate of soda, Persian opium, phenazone, sulphonal, and tannic acid.

The market is lower for clove oil, sulphate of copper, Japanese peppermint oil, phenacetin, and resorcin.

### Notes on New York Imports

About 63,000 pounds of cinchona bark was received, of which over 58,000 pounds was consigned to McKesson & Robbins and the balance of J. L. Hopkins & Company.

Dodge & Olcott Company received an importation of 5,000 pounds of vanilla beans.

An importation of 80,000 pounds of crude camphor arrived here, consigned to Suzuki & Company.

Over 700,000 pounds of casein was recently imported by T. M. Duche & Company.

A. D. Strauss & Company and Gorges, Pierre Manufacturing Company received importations of over 130,000 pounds and about 36,000 pounds of copra, respectively.

Importations of about 90,000 pounds and 20,000 pounds of gum arabic were consigned to Thurston & Braidich and to T. M. Duche & Sons, respectively.

P. E. Anderson & Company received an importation recently, comprising about 24,000 pounds of senna leaves.

Balfour, Williamson & Company are credited with an importation of 62,000 ounces of sulphate of quinine.

About 6,850,000 pounds of saltpeter formed a recent importation by E. I. du Pont de Nemours & Co.

Over 40,000 pounds of talc comprised an importation reported to have been made by the New England Quartz Company.

A. H. Smith & Company received a consignment of 940 pounds of prepared talc.

### CHEMICAL PRICES IN MANCHESTER

Sir S. W. Royse & Co., Ltd., of Manchester, England, say of chemicals for the month of October:

"Sulphate of copper continues quiet especially for export and prices are unchanged. Green copperas is moving well and some forward business has been placed. Business in phosphate of soda has slackened somewhat but makers are heavily sold ahead. Tartaric acid and cream of tartar continue in short supply and prices are higher. Citric acid is also dearer at 4s. 10½d. per pound with every appearance of further advances. Oxalic acid is unchanged in price but the demand has eased off. More business is passing in yellow prussiates of potash and soda but only for near delivery, buyers showing little disposition to cover for next year. Arsenic is quieter but the price is unchanged.

"There is a strong demand for borax and boracic acid and the price of the latter has just been advanced a further £8 per ton. The export inquiry for salammoniac and muriate of ammonia continues and licenses are now being granted more freely. Carbonate of potash is in only moderate request and the price is a little lower. In Montreal potashes the market is nominal in the absence of stocks both in Canada and on this side. The position of nitrate and acetates of lead is unchanged. The demand continues for alum and sulphate of alumina.

"Bleaching powder remains scarce. There is a good inquiry for caustic soda, licenses being more easily obtainable. Ammonia alkali is in steady request. Pitch continues in fair demand and prices for export are firm; the freight position is, however, still difficult and an export license is now required. Crude carbolic acid is scarce and prices remain firm. There is a strong demand for both liquid and crystal carbolic acid, especially for export; stocks are low and makers are heavily booked. Creosote oil is unchanged, supplies being readily absorbed by official requirements. Toluoles and benzoles are also unchanged at Government figures. The position in sulphate of ammonia is unaltered. Any quantities remaining after Government requirements, are being quickly taken up by home orders. Solvent naphtha remains steady with a moderate demand and supplies are fairly plentiful."

### CHINA TO BURN STOCK OF OPIUM

More than \$14,000,000 worth of opium purchased by the Chinese Government in order to control its use, and use it for medicinal purposes, is to be destroyed. The opium, which is packed in 1,200 chests, will be burned at Shanghai under a mandate, soon to be issued by the President of China. Foreign and Chinese residents of Shanghai will be invited to witness the event.

"Because of the strict prohibition by China against shipping any opium into the interior provinces," says the Chinese Legation in Washington, D. C., "the merchants who originally held the opium were not able to dispose of it. In view of the menace to the welfare of the Chinese people from this large stock remaining in the hands of unscrupulous foreign dealers, the Chinese Government some time ago bought it with a view to keeping control over it and using it gradually for medicinal purposes, but public opinion in China unanimously demanded its destruction so as to do away with the evil once for all."

## SACCHARIN SITUATION IN ENGLAND

The effect of the British embargo on saccharin prices in the United States was somewhat startling, the price in New York declining by about \$15 to \$20 per pound. Great disappointment has been expressed in America at the embargo, as considerable capital has, since the war, been invested in new plants, and the assertion is made by an American contemporary that "Great Britain dictates the market quotation to an extent which reacts on legitimate American trading." That is because Great Britain was America's best customer, says the "Chemist and Druggist" of London, but with the British authorities it is evidently a question of finance rather than shipping space.

"However, American exporters are turning their attention to Far Eastern markets, such as China and Japan, and it is to be hoped that these will compensate them to some extent. Meanwhile it must be said that the consumption of saccharin in this country is still increasing, and several large manufacturers are taking measures to use the chemical more extensively as a sweetening agent in foods after the war, and until the sugar position is restored to its normal condition, which may not be for several years, saccharin will still be an important factor as a food sweetener. The market value here has been gradually weakening, and the comparatively low price of the British rationed saccharin must have an important bearing on future market values as time goes on, especially as the home output is bound to increase with the cessation of hostilities. There is further room for improvement in the quality of British-made saccharin, however, which is not yet equal to the premier American brands."

The British Annual Statement of Trade for 1917 gives the following imports of saccharin for five years:

In 1913 the imports from Germany were 1,126,376 oz. and in 1914 the imports amounted to 1,178,351 oz. The imports from the Netherlands in 1913 were 79,415 and in 1914 there were 314,557 oz. imported. In the year 1915 the imports were 420,946 ozs. and 1916 30,632 ozs.

From France in 1915 there was imported 116,481 ozs. and 1916 about 9,551 ozs. and in 1917 about 480 ozs.

The imports from Switzerland in 1913 were 35,680 ozs., in 1914 about 149,920 ozs., and in 1915 over 1,323,600 ozs. and in 1916 over 263,695 ozs. In 1917 the imports amounted to 136,681 oz.

From the United States was imported in 1913 only 113 ozs. The year 1914 showed imports to the amount of 10,646 ozs. In 1915 there were 160,901 oz. imported. In 1916 there were 7,003 ozs. imported and in 1917 over 354,460 ozs.

## MAKING ARSENIC IN RHODESIA

The manufacture of white arsenic on a commercial scale was brought to a successful stage in Rhodesia early this year, says the Board of Trade Journal, in quoting the report of the Munitions and Resources Committee. One unit of a plant is at present in operation, the output from which is about 14 tons per month. The plant is now being increased, and it is hoped to produce about 100 tons per month before the end of 1918. The product is of excellent quality.

The product assays about .99 per cent  $As_2O_3$ , and this grade is obtained from the ore in one operation. For the time being all the arsenic produced is exported to the Union of South Africa for the manufacturing of arsenite of soda, but it is the intention of the syndicate now carrying on the work to turn out dips itself at a later date.

## SYNTHETIC REMEDIES IN DEMAND ABROAD

## Phenazone Scarce Owing to Influenza Epidemic—Association Formed in London to Take Over Stocks of Cinchona Bark in Java—Boracic Acid and Persian Opium Dearer

(Special Correspondence to DRUG AND CHEMICAL MARKETS)

London, Nov. 16.—The influenza epidemic has created a pronounced demand for phenazone.

In its old name of antipyrin it will be remembered that it became the sheet anchor, at the time, of the medical profession the world over and was productive of fabulous profits to its Hoechst Mfrs. Meister Lucius & Dr. Knorr. The British and Colonial consumption then was roundly 50,000 ounces monthly, but as showing the varying fortune of specifics we may safely take the stock at the present moment in this country at less than 10 cwt.

A sudden demand has cropped up both from Japan and the United States for leading synthetic remedies and in view of the stoppage of rail traffic in transit from Switzerland and France, a scarcity is likely to prevail for some time.

An association has been formed with headquarters in London with the object of taking over on a sliding scale the whole production of quinine barks in Java after the war. The basis is to be in the direct relation to the price of quinine for the day on the London market.

All our markets remain firm. Business, however, has assumed a quiet yet healthy tone, price-changes are few and with the exception of boracic acid which has been officially advanced by £8 per ton to £80 for commercial crystals and a fairly spirited demand for influenza remedies there are few salient features to record.

Atropine sulphate at 130s per ounce is cheaper as also are caffeine at 45s per lb. on spot, Japan refined camphor at 6s 1½d per lb, star anise oil at 6s 4½d, and Japanese oil at 7s per lb.

Persian opium is dearer, but the comparatively unimportant spot stocks are held at prices 4s per lb. cheaper than Japan has to pay for direct shipment from Persia. The quantity at present afloat to Japan is fairly important and the disparity mentioned is explained by the fact that the British Government will grant no export licenses to Japan from here.

## Foreign Trade Opportunities

The Department of Commerce, Washington, D. C., has received the following inquiries for drugs, chemicals and accessories. Reserved addresses may be obtained from the Bureau and its district and cooperative offices. Request for each opportunity should be on a separate sheet and state opportunity number. The Bureau does not furnish credit ratings or assume responsibility as to the standing of foreign inquirers; the usual precautions should be taken in all cases.

27673—A man in India wishes to buy machinery for extracting tanning material out of wood bark of all kinds. Correspondence may be in English. References. Catalogues should be submitted.

27675—A company in New Zealand wishes to secure an agency for the sale of packed surgical dressings, absorbent cotton, lint, gauzes, bandages, etc.; also plasters, medicated and adhesive, and of all descriptions. Quotations may be made f. o. b. steamer port of shipment. References.

27697—A corporation has been formed in Java for the building of a nitrate plant, and desires to receive plans and estimates from American builders. Plans should be submitted as soon as possible.

27698—A man in Italy desires to secure an agency for the sale of chemicals for industrial and photographic purposes. Correspondence should be in French or Italian. Reference.

27703—A firm in Italy desires to purchase pure chemicals for analytic-chemical uses. Correspondence should be in French or Italian. Reference.

# Prices Current of Drugs & Chemicals, Heavy Chemicals & Dyestuffs in Original Packages

**NOTICE**—The prices herein quoted are for large lots in Original Packages as usually Purchased by Manufacturers and Jobbers.

In view of the scarcity of some items subscribers are advised that quotations on such articles are merely nominal, and not always an indication that supplies are to be had at the prices named.

## Drugs and Chemicals

Acetanilid, C.P., bbls., blk..lb.	—	.63
*Acetone .....	.254	.254
*Acetophenetidin .....	2.75	2.80
*Aconitine, 1/4 oz. vials.....ea.	—	—
Agar, Agar, See Isinglass.	—	—
No. 1 .....	.85	.86
No. 2 .....	.80	.81
No. 3 .....	.75	.76
Alcohol 188 proof.....gal.	—	4.91
190 proof, U.S.P.....gal.	—	4.97
Cologne Spirit, 190 proof.....gal.	—	5.06
Wood, ref. 95 p.c.....gal.	.914	.92
97 p.c.....gal.	.944	.95
Denatured, 180 proof.....gal.	.70	.72
188 proof .....	.71	.72
Aldehyde .....	1.25	1.45
Almonds, bitter .....	.41	.45
Sweet .....	.28	.29
Meal .....	.35	.37
Alon, U.S.P. powd.....lb.	.97	1.00
Aluminum (see Heavy Chemi- cals) .....	—	—
Ambergris, black .....	10.00	14.00
Grey .....	26.00	29.00
Ammonium, Acetate, cryst.....lb.	.80	.85
Benzoate, cryst., U.S.P.....lb.	—	11.00
Bichromate, C. P. ....	—	1.20
Bromide, gran., bulk .....	.70	.71
Carb.Dom.U.S.kegs, powd.....lb.	1.44	.15
Citrate, U.S.P.....lb.	—	1.11
Green scales, U.S.P.....lb.	—	.97
Hypophosphite .....	—	2.15
Iodide .....	—	4.20
Molybdate, Pure .....	—	7.00
Muriate, C. P. ....	—	.45
Nitrate, cryst., C. P. ....	.25	.26
Gran. ....	—	.54
Oxalate, Pure .....	—	1.15
Persulphate .....	—	1.25
Phosphate (Dibasic) .....	.50	.60
Salicylate .....	1.60	1.63
Amyl Acetate, bulk, drums.gal.	5.30	5.35
Antimony Chlor. (Sol. butter of Antimony) .....	.18	.20
Needle powder .....	.14	.15
Sulphate, 16-17 per cent free sulphur .....	.35	.74
Antipyrine, bulk .....	21.00	23.00
Apomorphine Hydrochloride.....oz.	—	31.20
Areca Nuts .....	.34	.39
Powdered .....	.44	.45
*Arsenic .....	.16	.18
*Arsenic, red .....	.45	.54
*White .....	.09	.13
Atropine, Alk. U.S.P., 1-oz. v. oz.	—	47.50
Sulphate, U.S.P., 1-oz. v. oz.	—	37.50
Balm of Gilead Buds.....lb.	.70	.85
*Barium Carb. prec., pure.....lb.	—	.60
*Chlorate, pure .....	.50	.60
Bay Rum, Porto Rico.....gal.	3.50	3.65
St. Thomas .....	3.70	3.80
Benzaldehyde (see bitter oil of almonds)	—	—
Benzol, See Coal Tar Grades	—	—
Berberine, Sulphate, 1-oz.v.oz. 2.50	—	3.00
Beta Naphthol (see Intermediates)	—	—
Bismuth, Citrate, U.S.P.....lb.	—	3.50
Salicylate .....	—	3.35
Subcarbonate, U.S.P. ....	—	3.50
Subgallate .....	—	3.50
Subiodide .....	—	5.60
Subnitrate .....	—	3.30
Tannate .....	—	3.15
Borax, in bbls, crystals.....lb.	.074	.084
Crystals, U.S.P., Kegs.....lb.	.084	.09
Bromine, tech., bulk.....lb.	.55	.56
*Nominal.	—	—
†Fixed Government price.	—	—

## WHERE TO BUY

Conserve:—

## GLYCERINE

By using:—

## NULOMOLINE "T.P."

And save money.

All users of Glycerine should study the many advantages of Nulomoline "T.P."

Manufactured by:

## THE NULOMOLINE COMPANY

Distributed by:

**W. J. BUSH & CO., Inc.**  
100 William Street, New York City

Burgundy Pitch, Dom.....lb.	.07	.08
*Imported .....	.59	.60
Cadmium Bromide, crystals..lb.	1.75	1.80
Iodide .....	1.50	1.60
Metal sticks .....	10.00	11.75
Caffeine, alkaloid, bulk.....lb.	10.70	12.00
Hydrobromide .....	10.00	12.00
Citrate, U.S.P. ....	8.00	8.05
Phosphate .....	14.00	15.00
Sulphate .....	15.00	16.00
Calcium Glycerophosphate ..lb.	1.80	1.85
Hypophosphite, 100 lbs.....lb.	1.00	1.05
Iodide .....	—	4.10
Phosphate, Precip. ....	.12	.23
Sulphocarbonate .....	1.02	1.07
Calomel, see Mercury.	—	—
*Camphor, Am. ref'd bbls.bk.lb.	—	—
Square of 4 ounces.....lb.	—	—
16's in 1-lb. carton.....lb.	—	—
24's in 1-lb. carton.....lb.	—	—
32's in 1-lb. carton.....lb.	—	—
Cases of 100 blocks.....lb.	—	—
Japan, refined, 2 1/2 lb. slabs..lb.	3.50	3.75
Monobromated, bulk .....	4.25	4.35
Cantharides, Chinese .....	.97	.98
Powdered .....	1.15	1.20
Russian .....	3.95	4.20
Powdered .....	4.55	4.65
Carbon disulphide, tech 500 lbs. bulk .....	.09	.10
Casain, C. P. ....	.45	.49
Cerium Oxalate .....	.60	.62
Chalk, prec. light, English...lb.	.06	.074
Heavy .....	.034	.05
Chloral Hydrate, U.S.P. crvs- tals, bot incl'd, 100 lb. lots..lb.	1.58	1.60
Charcoal Willow, powdered...lb.	.064	.07
Wood, powdered .....	.07	.09
Chlorine, liquid .....	.15	.24
Chloroform, drums, U.S.P.....lb.	.63	.70
Chrysarobin, U.S.P. ....	5.30	5.40
Cinchonin, Alk. crystals.....oz.	—	1.06
Cinchonine, Alk., crystals.....oz.	—	.61
Sulphate .....	—	3.45
Cinnabar .....	3.00	3.20
Civet .....	.45	.49
Cobalt, pow'd (Fly Poison).....lb.	.85	.96
Cocaine, Hydrochl. gran.....oz.	11.00	11.25
cryst., bulk .....	11.25	11.50
Cocoa Butter, bulk.....lb.	.34	.35
Cases, fingers .....	.404	.41
Codeine, Alk. Bulk.....bz.	—	11.15
Nitrate, Bulk .....	—	10.00
Phosphate, Bulk.....oz.	—	8.35
Sulphate, Bulk.....oz.	—	8.90
Colodion, U.S.P. ....	.41	.45
Colocynin, Apples, Trieste..lb.	.30	.35
*Nominal.	—	—

Coloc. Ap. Pulp, U.S.P.....lb.	.45	.49
Spanish Apples .....	.39	.40
Copper Chloride, pure cryst..lb.	—	.70
Oleate, mass, 1-oz. jars, 20 p.c.....lb.	—	1.65
Corrosive Sublimite, see Mercury.	—	—
Cotton Soluble .....	.78	1.00
Coumarin, refined .....	20.00	22.00
Cream of Tartar, cryst.U.S.P..lb.	—	.69
Powdered, 99 p.c.....lb.	—	.684
reosote, U.S.P. ....	1.85	1.95
*Carbonate .....	26.00	27.50
Cresol, U.S.P. ....	.18	.25
Cuttlefish Bones, Trieste.....lb.	.47	.54
Jewellers, large .....	1.74	1.80
Small .....	1.75	1.80
French .....	.43	.49
Dover's Powder, U.S.P. ....	2.80	2.95
Dragon's Blood, Mass. ....	.34	.40
*Reeds .....	4.90	5.20
Emetine, Alk., 15 gr. vials.....ea.	—	2.75
Hydrochloride, U.S.P. 15 gr. vials .....	—	1.85
Epsom Salts (see Mag. Sulph.)	—	—
Ergot, Russian .....	2.00	2.10
Spanish .....	2.00	2.10
Ester, U.S.P., 1900.....lb.	—	.28
Washed .....	—	.24
U.S.P., 1880 .....	—	.24
Eucalyptol .....	1.29	1.33
Formaldehyde .....	—	1.64
Gelatin, silver .....	1.45	1.50
*Gold .....	—	—
Glycerin, C. P., bulk.....lb.	—	—
Drums and bbls., added.....lb.	.50	.51
C.P. in cans .....	.52	.53
Dynamite, drums included.....lb.	.58	.59
Saponifications, loose .....	.25	.254
Soap, Lye, loose .....	.234	.25
Grains of Paradise .....	1.40	1.50
Guaiacol, liquid .....	18.00	19.00
Guarana .....	.95	1.00
Haarlem Oil, bottles.....gross	5.00	5.60
Hexamethylenetetramine.....lb.	1.30	1.35
Hops, N. Y., 1917 prime.....lb.	.45	.50
Pacific Coast, 1917, Prime lbs.	.23	.24
Hydrogen Peroxide, U.S.P., 10 gr. 4-oz. bottles .....	—	7.25
12-oz. bottles .....	—	16.25
16-oz. bottles .....	—	19.25
Hydroquinone, bulk .....	2.85	3.00
Iodine, Resublimed .....	4.25	4.30
Iodoform, Powdered, bulk.....lb.	—	5.00
Crystals .....	—	5.55
Iron Citrate, U.S.P.....lb.	—	1.11
Green scales, U.S.P.....lb.	—	1.47
Phosphate, U.S.P. ....	—	1.08
Pyrophosphate, U.S.P. ....	—	1.13
*Isinglass, American .....	.80	.81
Russian .....	8.50	9.00
See Agar Agar	—	—
Kamala, U.S.P. ....	3.20	3.40
Kola Nuts, West Indies.....lb.	.25	.28
anolin, hydrous, cans U.S.P..lb.	.39	.42
Anhydrous, cans .....	.49	.51
Lead Iodide, U.S.P.....lb.	—	2.95
Licorice, U.S.P., Syrian.....lb.	.24	.30
*Sticks, bbls. Corigliano.....lb.	.82	.83
Lupulin .....	.99	3.00
Lycopodium, U.S.P. ....	1.65	1.70
Magnesium Carb. U.S.P.bbls..lb.	—	4.55
Glycerophosphate .....	—	1.65
Hypophosphite .....	—	4.85
Iodide .....	—	1.10
Oxide, tins light .....	—	2.15
Peroxide, cans .....	—	1.30
Salicylate .....	—	1.37
Sulphate, Epsom Salts, tech. 100-lbs. ....	3.374	3.45
U. S. P. ....	3.624	3.87
Manganese Glycerophos.....lb.	3.35	3.40
Hypophosphite .....	1.65	1.70
Iodide .....	—	4.85
Peroxide .....	.75	.67
Sulphate, crystals .....	.60	.67
Manna, large flake .....	.75	.85
Small flake .....	.62	.65
Menthol, Japanese .....	5.65	5.95
Mercury, flasks, 75 lbs.....ea.	—	127.50
Bisulphate .....	—	1.53
Blue Mass .....	—	.95
Powdered .....	—	.97
Blue Ointment, 30 p.c.....lb.	—	.93
50 p.c.....lb.	—	1.30
*Nominal.	—	—
†Government fixed price.	—	—



Drugs & Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Mercury, Calomel, Amer.....lb.	—	2.00
Corrosive Sublimate cryst.....lb.	—	1.84
Powdered, Granular.....lb.	—	1.79
Iodide, Green.....lb.	—	4.25
Red.....lb.	—	4.35
Yellow.....lb.	—	4.25
Red Precipitate.....lb.	—	2.19
Powdered.....lb.	—	2.29
White Precipitate.....lb.	—	2.34
Powdered.....lb.	—	2.19
Methylene Blue, medicinal.....lb.	13.00	—15.00
Milk, powdered.....lb.	—	.16
Milane Oil, refined, drums lb.	1.75	—1.95
Morphine, Acet. bulk.....oz.	—	12.80
Sulphate, bulk.....oz.	—	11.80
Diacetyl, Hydrl., 5-oz. cansoz.	—	15.90
Moss, Iceland.....lb.	—	.23
Irish.....lb.	—	.11
Musk, pods, Cab.....oz.	12.00	—12.40
Tonquin.....oz.	25.00	—26.00
Grain, Cab.....oz.	18.50	—19.00
Tonquin.....oz.	40.00	—42.00
Phthalic, 5-oz. cansoz.....lb.	30.00	—30.10
Naphthalene, See Coal Tar Products.		
Nickel and Ammon. Sulphate lb.	—	.22
Sulphate.....lb.	—	.27
Nux Vomica, whole.....lb.	—	.11
Powdered.....lb.	—	.15
*Opium, cases, U.S.P.....lb.	—	22.50
Granular.....lb.	—	25.50
Powdered, U.S.P.....lb.	—	24.50
Oxgall, pure U.S.P.....lb.	1.50	—1.55
Papain.....lb.	4.70	—5.20
Paraffin White Oil, U.S.P. gal.	3.10	—3.60
Paris Green, kegs.....lb.	—	.40
Petroleum, light amber bbls. lb.	.09	—1.10
Cream White.....lb.	.09	—1.05
Lily White.....lb.	.14	—1.15
Snow White.....lb.	.16	—1.17
Phenolphthalein.....lb.	5.00	—5.50
Phosphorus, yellow.....lb.	1.35	—1.40
Red.....lb.	1.70	—1.80
Fluorocarpine.....oz.	16.00	—16.20
Poppy Heads.....lb.	1.45	—1.50
Resin, acetate.....lb.	1.10	—1.15
Bicarb.....lb.	70	—75
Bisulphate.....lb.	45	—60
C. P.....lb.	75	—85
Bromide, (Bulk, gran.).....lb.	1.00	—1.01
Chromate, crystals, yellow, tech. 1-lb. c. b. 10.....lb.	—	1.70
Citrate, bulk U.S.P.....lb.	—	1.78
Glycerophosphate, bulk.....oz.	—	1.45
Hypophosphite, bulk.....oz.	2.15	—2.20
Iodide, bulk.....lb.	—	3.75
Lactophosphate.....oz.	—	.25
Permanganate, U.S.P.....lb.	1.75	—1.95
Salicylate.....lb.	2.00	—3.75
Sulphate, C.P.....lb.	1.11	—1.16
Tartrate, powdered.....lb.	1.31	—1.32
Procaine, oz. bottles.....7.00	—	7.50
5 gr. bottles.....1.50	—	1.60
Quinine, Bisulphate, 100 oz.	—	.90
tins.....oz.	—	.90
Sulphate, 100 oz. tins.....oz.	—	.91
30-oz. tins.....oz.	—	.92
25-oz. tins.....oz.	—	.94
5-oz. tins.....oz.	—	.98
1-oz. tins.....oz.	—	1.00
Second Hands, Java.....oz.	1.05	—1.10
*Amsterdam.....oz.	—	—
*German.....oz.	—	—
*Java.....oz.	—	—
Quinidine Alk. crystals, tins oz.	—	1.06
Sulphate, tins.....oz.	—	.70
Resorcin crystals, U.S.P.....lb.	7.75	—7.95
Rochelle Salt, crystals, bxs. lb.	—	.47
Powdered, bbls.....lb.	—	.46
Saccharin, U.S.P., soluble.....lb.	9.00	—10.50
U.S.P., Insoluble.....lb.	8.00	—10.50
Salicin, bulk.....lb.	30.00	—30.50
Salol, U.S.P., bulk.....lb.	1.55	—1.60
Sandalwood.....lb.	—	.60
Ground.....lb.	—	.65
Santonin, cryst., U.S.P.....lb.	49.00	—49.25
Powdered.....lb.	49.50	—49.75
Scammony, resin.....lb.	2.95	—3.20
Powdered.....lb.	3.05	—3.30
Seidlitz Mixture, bbls.....lb.	—	.36
Silver Nitrate, 500-oz. lots.....oz.	74	—80
Soap, Castile, white, pure.....lb.	—	.18
Marseilles, white.....lb.	—	.17
Green, pure.....lb.	—	.18
Ordinary.....lb.	—	.14
Sodium, Acetate, U.S.P., gran. lb.	.25	—1.15
Benzoate, gran. U.S.P.....lb.	2.70	—2.90
Bicarb, U.S.P., powd., bbls. lb.	.04	—1.04
Bromide, U.S.P., bulk.....lb.	.60	—1.61
*Nominal.		

WHERE TO BUY  
**POTASSIUM CARBONATE**  
all grades  
**SACCHARIN INSOLUBLE**  
spot and future  
**THE W. K. JAHN COMPANY**  
13-21 Park Row N. Y. City

1892 ALEX. C. FERGUSON, JR. 1918  
DYESTUFFS AND CHEMICALS  
Fuchsine Crystals, Bismark Brown, Acid  
Scarlet, Ponceau

Phthalic Anhyd., Red Prussiate  
Dyewood Extracts

450 Chestnut Street	Philadelphia
Sodium, Cacodylate.....oz.	2.50 — 3.50
Chlorate, U.S.P. 8th Rev. crystals, c.b. 10.....lb.	— .50
Granular, c.b. 10.....lb.	— .52
Citrate, U.S.P., cryst.....lb.	— .87
Granular, U.S.P.....lb.	— .97
Glycerophosphate, crystals lb.	2.20 — 2.25
Hypophosphite, U.S.P.....lb.	3.35 — 3.40
Iodide, bulk.....lb.	— 3.90
Phosphate, U.S.P., gran.....lb.	— .13
Recryst.....lb.	.17 — .18
Dried.....lb.	.25 — .26
Salicylate, U.S.P.....lb.	.92 — 1.00
Sulph. (Glauber's Salt).....lb.	— .12
Spermaceti, blocks.....lb.	.27 — .28
Spirit Ammonia, U.S.P.....lb.	.45 — .55
Aromatic, U.S.P.....lb.	.47 — .50
Nitrous Ether, U.S.P.....lb.	.48 — .49
Ether Comp.....lb.	— 1.65
Storax, liquid cases.....lb.	3.60 — 4.60
Strontium Brom. Cryst, bbls.	.60 — .61
Iodide, bulk.....lb.	— 3.50
Nitrate.....lb.	.24 — .29
Salicylate, U.S.P.....lb.	1.25 — 1.30
Strychnine Alkd., cryst.....oz.	— 1.80
Acetate.....oz.	— 1.80
Nitrate.....oz.	— 1.80
Sulphate, crystals, bulk.....oz.	— 1.40
Sugar of Milk, powdered.....lb.	— .58
Sulphonal, 100-oz. lots.....1.15	— 1.20
Sulphonethymethane, U.S.P. lb.	13.00 — 14.00
Sulphonmethane, U.S.P.....lb.	16.00 — 16.75
Sulphur, roll, bbls.....100 lbs.	— 2.20
Flour, com'l.....100 lbs.	— 2.50
Flowers.....100 lbs.	— 3.55
Tamarinds, bbls.....lb.	.13 — .14
Kegs.....per keg	5.95 — 6.40
Tartar Emetic, tech.....lb.	.67 — .67 1/2
U.S.P.....lb.	.73 — .73 1/2
Terpin Hydrate.....lb.	.49 — .50
Thymol, crystals, U.S.P.....lb.	13.50 — 14.00
Iodide, U.S.P., bulk.....lb.	15.45 — 16.00
Tin, bichloride, bbls.....lb.	.28 — .29
Oxide, 500 lb. bbls.....lb.	.90 — .95
Toluol. See Coal Tar Crudes.	
*Turpentine, Venice, True.....lb.	5.70 — 5.90
Artificial.....lb.	.13 — .13 1/2
Spirits, see Naval Stores.	
Vanillin.....oz.	.90 — .95
Witch Hazel, Ext., dble dist., bbl.....gal.	1.18 — 1.20
Zinc Carbonate.....lb.	.21 — .22
Chloride.....lb.	.14 — .15
Iodide, bulk.....lb.	— 4.00
Metallic, C. P.....lb.	.45 — .75
Oxide, U.S.P., bbls.....lb.	.35 — .37

Acids		
Acetic, 28 p.c.....lb.	4.91	Gov. pr.
*Glacial.....lb.	.19 1/2	Gov. pr.
Acetyl-salicylic.....lb.	—	3.50
Benzoin, from gum.....lb.	—	—
Benzoin, from U.S.P. ex toluol.....lb.	—	3.25
Boric, cryst, bbls.....lb.	.13 1/2	— .15
Powdered, bbls.....lb.	.13 1/2	— .15
Butyric, Tech., 60 p.c.....lb.	1.45	— 1.55
Camphoric.....lb.	4.40	— 4.50
*Carbolic crys., U.S.P., drs. lb.	—	.44
1-lb. bottles.....lb.	.53	— .54
5-lb. bottles.....lb.	.51	— .52
0 to 100 lb. tins.....lb.	.48	— .50
Nominal.		

Chromic, U.S.P.....lb.	—	—
Chrysophanic.....lb.	6.20	— 6.35
Citric, crystals, bbls.....lb.	.98	— 1.25
Powdered.....lb.	—	—
Second hands.....lb.	1.22	— 1.25
Cresylic, 95-100 p.c.....gal.	1.15	— 1.25
Formic, 75 p.c., tech.....lb.	.36 1/2	— .37
Gallic, U.S.P., bulk.....lb.	1.60	— 1.70
Glycerophosphoric.....lb.	3.45	— 5.00
Hydriodic, sp. g. 1.150.....oz.	.25	— .30
Hydrobromic, Conc.....lb.	2.40	— 2.45
Hydrocyanic, 2 p.c. U.S.P.....lb.	.18	— .20
Hydrofluoric, 48 p.c. C.P.....lb.	1.20	— 1.25
Hydroisocofluoric, 10 p.c. tech. lb.	.40	— .45
20 p.c. tech.....lb.	.50	— .60
Hypophosphorous, 50 p.c.....lb.	—	2.50
U.S.P., 10 p.c.....lb.	.65	— .70
*Lactic, U.S.P., VIII.....lb.	—	4.25
*U.S.P., IX.....lb.	—	4.50
Molybdic, C.P.....lb.	—	6.50
Muriatic 20 deg. carboys.....lb.	—	—
Nitric, 42 deg. carboys.....lb.	.08 1/2	Gov. pr.
Nitro Muriatic.....lb.	.20	— .23
Oleic, purified.....lb.	.23	— .28
xalic, cryst, bbls.....lb.	.42	— .44
*Picric, kegs.....lb.	—	—
Phosphoric, 85-88 p.c. syr. U.S.P. lb.	.35	— .39
50 p.c. tech.....lb.	.35	— .40
Pyrogallie, resublimed.....lb.	3.25	— 3.50
Crystals, bottles.....lb.	2.90	— 3.10
Pyroligneous, purified.....lb.	.05	— .05 1/2
Technical.....gal.	12	— 12 1/2
Salicylic, Bulk, U.S.P.....lb.	.86	— 1.00
Stearic, triple pressed.....lb.	.26	— .28
Sulphuric, C.P.....lb.	.07	— .08
66 deg. tech. f.o.b. wks.....ton	25.00	Gov. pr.
*Sulphurous.....lb.	.05	— .06
Tannic, technical.....lb.	.80	— .95
U.S.P., bulk.....lb.	1.40	— 1.45
Tartaric Crystals, U.S.P.....lb.	.86	— .88
Powdered, U.S.P.....lb.	—	.86 1/2
Trichloroacetic, U.S.P.....lb.	4.40	— 4.50

Essential Oils		
Almond, bitter.....lb.	12.75	— 13.00
Artificial, chlorine traces.....lb.	5.50	— 5.75
Free from chlorine.....lb.	5.60	— 5.85
Amber, crude.....lb.	2.40	— 2.50
Rectified.....lb.	4.00	— 4.15
Anise, U.S.P.....lb.	1.50	— 1.55
Bay.....lb.	3.00	— 3.10
Bergamot.....lb.	7.50	— 7.60
*Synthetic.....lb.	4.50	— 4.75
Bois de Rose.....lb.	5.00	— 7.50
Cade.....lb.	1.25	— 1.30
Cajuput, bottle, Native, cs.....lb.	.75	— .80
Camphor, art.....lb.	.25	— .30
Japanese, white.....lb.	.24	— .25
Caraway, Rectified.....lb.	8.25	— 8.30
Cassia, 75-80 p.c.....lb.	2.50	— 2.50
Lead, Free.....lb.	2.70	— 2.90
*Redistilled, U.S.P.....lb.	3.25	— 3.60
Cedar Leaf.....lb.	1.05	— 1.20
Cedar Wood.....lb.	.21	— .24
Cinnamon, Ceylon, heavy.....lb.	20.00	— 21.00
Citronella, Native.....lb.	.50	— .51
Java.....lb.	.65	— .70
*Cloves, can.....lb.	3.25	— 3.30
*Bottles.....lb.	3.35	— 3.40
Copaiba, U.S.P.....lb.	.95	— 1.00
*Oranier, U.S.P.....lb.	30.00	— 31.00
ubebs, U.S.P.....lb.	11.00	— 8.25
Cumin.....lb.	11.00	— 11.50
Erigeron.....lb.	3.25	— 3.35
Eucalyptus, Australian, U.S.P. lb.	.60	— .65
Fennel, sweet, U.S.P.....lb.	4.00	— 4.15
Geranium, Rose Algerian.....lb.	11.00	— 12.00
Bourbon (Reunion).....lb.	9.50	— 9.70
Turkish.....lb.	4.95	— 5.20
*Ginger.....lb.	7.75	— 7.85
Gingergrass.....lb.	—	1.25
Hemlock.....lb.	11.25	— 11.50
Juniper Berries, rect.....lb.	12.75	— 13.00
Twice rect.....lb.	2.00	— 2.15
Wood.....lb.	6.00	— 6.10
Lavender Flowers, U.S.P.....lb.	1.25	— 1.35
Garden.....lb.	1.75	— 1.85
Spike.....lb.	1.50	— 1.60
Lemon, U.S.P.....lb.	1.40	— 1.45
Lemongrass, Native.....lb.	—	5.50
Limes, Expressed.....lb.	—	2.00
Distilled.....lb.	5.00	— 5.25
Linaloe.....lb.	2.40	— 2.45
Mace, distilled.....lb.	—	—
*Mustard, natural.....lb.	—	20.00
Artificial.....lb.	—	—
*Nominal.		

## Drugs &amp; Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Neroli, bigarade .....	lb.	80.00	-103.00
Petale .....	lb.	90.00	-95.00
Artificial .....	lb.	—	-30.00
Nutmeg, U.S.P. ....	lb.	2.40	—
Orange, bitter .....	lb.	—	-2.00
Sweet, West Indian ..	lb.	1.90	-2.00
Italian .....	lb.	3.00	-3.10
*Orris Concrete .....	oz.	5.50	-6.00
Origanum, Imitation ..	lb.	.50	—
Patchouli .....	lb.	28.00	-31.00
Pennyroyal, domestic ..	lb.	1.75	-1.85
Imported .....	lb.	1.20	-1.30
Peppermint, tins .....	lb.	5.10	-5.25
Bottles .....	lb.	6.00	-6.50
Bulk .....	lb.	5.05	-5.15
Petit Grain, So. America ..	lb.	3.75	-3.85
French .....	lb.	8.50	-8.65
Pinus Sylvestrus .....	lb.	6.50	-6.70
Pumilio .....	lb.	6.00	-6.25
Rose, French .....	oz.	—	-28.00
Synthetic, red .....	lb.	36.00	-40.00
Rosemary, French, U.S.P. ..	lb.	—	-1.35
Sefrol .....	lb.	—	—
Sandalwood, East India ..	lb.	13.50	-13.60
Sassafras, natural .....	lb.	2.30	-2.40
Artificial .....	lb.	.55	—
Savin .....	lb.	7.00	-7.50
Spruce .....	lb.	1.15	-1.25
*Spearmin .....	lb.	—	-5.50
Tansy, Amer. ....	lb.	4.50	-4.70
Thyme, red, French, U.S.P. ..	lb.	2.00	-2.10
White, French .....	lb.	2.25	-2.35
Wintergreen, U.S.P. ....	lb.	—	-6.50
Synthetic, U.S.P., bulk. ....	lb.	.90	-1.10
Wormseed, Baltimore .....	lb.	—	-5.50
Wormwood, Dom. ....	lb.	5.50	-5.60
Ylang Ylang, Bourbon .....	lb.	—	-18.00
Manila .....	lb.	—	-10.00
Artificial .....	lb.	—	-12.00

## OLEORESINS

*Aspidium (Malefern) .....	lb.	17.50	-18.00
Capsicum, 1-lb. bottles .....	lb.	4.75	-4.85
Cubeb .....	lb.	7.50	-7.75
*Ginger .....	lb.	3.75	-3.88
*Parsley Fruit (Petroselinum) ..	lb.	6.75	-7.50
*Pepper, black .....	lb.	—	-7.00
*Malefern .....	lb.	12.00	-12.20
Mullein (so-called) .....	lb.	5.00	-20.00
*Orris, domestic .....	lb.	—	-20.00
Imported .....	lb.	20.00	-21.00

## Crude Drugs

## BALSAMS

Copeiba, Para .....	lb.	.57	—
South American .....	lb.	.74	—
Fir, Canada .....	lb.	7.50	-8.00
Oregon .....	gal.	1.74	-1.79
Peru .....	lb.	3.30	-3.40
Tolu .....	lb.	1.10	-1.14

## BARKS

Angostura .....	lb.	.32	—
Basswood Bark, pressed .....	lb.	.17	—
Blackhaw, of root .....	lb.	.58	—
of Tree .....	lb.	.34	—
Buckthorn .....	lb.	.23	—
Calisaya .....	lb.	.95	-1.00
Cascara Sagrada .....	lb.	.18	-1.19
Cascarilla, quills .....	lb.	.22	-23
Siftings .....	lb.	.12	-13
Chestnut .....	lb.	.10	-10%
Cinchona, red quills .....	lb.	.90	-1.14
Broken .....	lb.	.70	—
*Yellow "quills" .....	lb.	—	—
*Broken .....	lb.	.69	—
*Loxa, pale, bs. ....	lb.	—	—
*Powdered, boxes .....	lb.	—	—
*Maracaiibo, yellow, powd. ....	lb.	—	—
Condurango .....	lb.	.11	-12
Cotton Root .....	lb.	.15	-16
Cramp (true) .....	lb.	.51	-53
Cramp (so-called) .....	lb.	.10	-11
Dogwood, Jamaica .....	lb.	.09	-09%
Elm, grinding .....	lb.	.12	-13
Select bdls. ....	lb.	.19	-20
Ordinary .....	lb.	.10	-12
Hemlock .....	lb.	.10	-11
Lemon Peel .....	lb.	.10	-10%
Mezereum .....	lb.	.22	-23
Oak, red .....	lb.	.06	—
White .....	lb.	.04	—
Orange Peel, bitter .....	lb.	.08	-10
Malaga, Sweet .....	lb.	.12	-13
Trieste, sweet .....	lb.	.13	-13%
*Nominal. ....	lb.	—	—

## WHERE TO BUY

## Antoine Chiris Co.

NEW YORK  
IMPORTERS & MANUFACTURERS  
ESSENTIAL OILS  
SYNTHETIC CHEMICALS

## Fritzsche Brothers

New York  
ESSENTIAL - OILS

Prickly Ash, Southern .....	lb.	.14	—
Northern .....	lb.	.18	—
Pomegranate of Root .....	lb.	.26	—
of Fruit .....	lb.	.31	—
Sassafras, ordinary .....	lb.	.13	—
Select .....	lb.	.25	—
Simaruba .....	lb.	.63	—
Soap, whole .....	lb.	.12	—
Cut .....	lb.	.18	—
Crushed .....	lb.	.44	—
Wahoo, of Root .....	lb.	.16	—
of Tree .....	lb.	.23	—
Willow, Black .....	lb.	.08	—
White .....	lb.	.16	—
White Pine .....	lb.	.07	—
White Poplar .....	lb.	.03	—
Wild Cherry .....	lb.	.17	—
Witch Hazel .....	lb.	.06	—

## BEANS

Calabar .....	lb.	.74	—
St. Ignatius .....	lb.	.23	—
St. John's Bread .....	lb.	.29	—
Tonka, Angostura .....	lb.	1.00	-1.10
Para .....	lb.	.65	—
Surinam .....	lb.	.69	—
Vanilla, Mexican, whole .....	lb.	4.25	-5.75
Cuts .....	lb.	2.75	-3.00
Bourbon .....	lb.	2.20	-2.90
South American .....	lb.	2.95	-3.20
Tahiti, White Label .....	lb.	1.65	-1.70
Green Label .....	lb.	1.55	-1.60

## BERRIES

Cubeb, ordinary .....	lb.	1.29	-1.32
*XX .....	lb.	1.33	-1.38
Powdered .....	lb.	1.38	-1.43
Fish .....	lb.	.63	—
Horse, Nettle, dry .....	lb.	.69	—
Juniper .....	lb.	.08	—
Laurel .....	lb.	.08	—
Poke .....	lb.	.10	—
rickly Ash .....	lb.	.10%	—
Saw Palmetto .....	lb.	.15	—
Sloe .....	lb.	.40	—

## FLOWERS

Arnica .....	lb.	.79	—
Powdered .....	lb.	.89	—
Bo. age .....	lb.	.59	—
Calendula Petals .....	lb.	2.45	-3.15
*Chamomile, German .....	lb.	—	—
Hungarian type .....	lb.	.46	—
Roman .....	lb.	.83	—
Spanish .....	lb.	.42	—
Clover Tops .....	lb.	.16	—
ogwood .....	lb.	.16	—
Elder .....	lb.	.30	—
Insect, open .....	lb.	.29	-33
Closed .....	lb.	.38	—
*Powd. Flowers and stems ..	lb.	.32	—
Powd. Flowers .....	lb.	.33	—
*Kousso .....	lb.	—	—
Lavender, ordinary .....	lb.	.24	—
Select .....	lb.	.30	—
Linden, with leaves .....	lb.	.35	—
Without Leaves .....	lb.	.60	—
Malva, blue .....	lb.	2.49	-2.50
Black .....	lb.	.40	—
Mullein .....	lb.	1.79	-1.80
Orange .....	lb.	1.95	-2.00
Ox-Eye, Daisy .....	lb.	.02	—
*Nominal. ....	lb.	—	—

Poppy, red .....	lb.	.95	-1.10
Rosemary .....	lb.	.69	—
Saffron, American .....	lb.	.39	—
Valencia .....	lb.	14.95	-15.90
Tilia (see Linden) .....	lb.	—	—

## GUMS

Aloes, Barbados .....	lb.	1.08	-1.13
Cape .....	lb.	.17	—
Curacao, cases .....	lb.	.09%	—
*Scoltrine whole .....	lb.	.74	—
Powdered .....	lb.	.79	—
Ammoniac, tears .....	lb.	1.44	-1.48
Powdered .....	lb.	1.49	-1.53
Arabic, firsts .....	lb.	.50	—
*Seconds .....	lb.	—	—
Sorts Amber .....	lb.	.27	—
Powdered .....	lb.	.34	—
Asafetida, whole, U.S.P. ....	lb.	3.85	-4.05
Powdered, U.S.P. ....	lb.	3.95	-4.15
Benzoin, Siam .....	lb.	1.35	-1.50
Sumatra .....	lb.	.30	—
Catechu .....	lb.	.70	—
*Chicle, Mexican .....	lb.	1.10	-1.15
Euphorbium .....	lb.	.23	—
Powdered .....	lb.	.28	—
Galbanum .....	lb.	1.38	-1.45
Gamboge .....	lb.	1.95	-2.05
Guaiac .....	lb.	1.70	-1.75
Hemlock .....	lb.	.83	—
Kino .....	lb.	.49	—
Mastic .....	lb.	1.20	-1.30
Myrrh, Select .....	lb.	.75	—
Siftings .....	lb.	.70	—
Olibanum, siftings .....	lb.	.12	—
Tears .....	lb.	.15	—
Sandarac .....	lb.	.71	—
*Senegal, picked .....	lb.	.34	—
Sorts .....	lb.	.28	—
Spruce .....	lb.	.63	—
Styrax, Art. cases .....	lb.	1.80	-1.85
Thus, per bbl. ....	lb.	18.15	-18.40
Tragacanth, Aleppo first .....	lb.	4.05	-4.20
*Seconds .....	lb.	2.50	-3.20
*Thirds .....	lb.	2.75	-2.95
*Turkey, firsts .....	lb.	—	—
*Seconds .....	lb.	—	—
Thirds .....	lb.	—	—

## LEAVES AND HERBS

Aconite .....	lb.	.35	—
Balmoney .....	lb.	.11	—
Bay, true .....	lb.	.95	-1.45
Beladonna .....	lb.	.17	—
Boneset, leaves and tops .....	lb.	2.45	-2.65
Buchu, short .....	lb.	2.50	-2.55
Long .....	lb.	3.50	-3.60
Cannabis, true, imported .....	lb.	.29	—
American .....	lb.	.10	-12
Catnip .....	lb.	.06	—
Chestnut .....	lb.	.39	—
Chiretta .....	lb.	.54	—
Coca, Huano .....	lb.	.58	—
*Truxillo .....	lb.	.18	—
Coltsfoot .....	lb.	.29	-32
Comium .....	lb.	.11	—
Jorn Silk .....	lb.	.15	-16
Damiana .....	lb.	.16	—
Deer Tongue .....	lb.	.15	—
Digitalis, Domestic .....	lb.	.38	—
Imported .....	lb.	.08	—
Eucalyptus .....	lb.	.18	—
Euphorbia Pilulifera .....	lb.	.09	—
Grindelia Robusta .....	lb.	.12	—
*Henbane, German .....	lb.	1.20	-1.25
*Russian .....	lb.	.31	—
Domestic .....	lb.	.21	—
Henna .....	lb.	.32	—
Horhound .....	lb.	.12%	—
Jaborandi .....	lb.	.10	—
Laurel .....	lb.	.29	—
Life Everlasting .....	lb.	.09	—
Liverwort .....	lb.	.34	—
Lobelia .....	lb.	.16	—
Matico .....	lb.	.16	—
*Marjoram, German .....	lb.	.76	—
*French .....	lb.	.18	—
Motherwort herb .....	lb.	.26	—
Patchouli .....	lb.	.11	—
Pennyroyal .....	lb.	.45	—
Peppermint, American .....	lb.	.12	—
Pichi .....	lb.	.325	—
Prince's Pine .....	lb.	.10	—
Plantain .....	lb.	1.25	-1.28
Pulestilla .....	lb.	.14	—
Queen of the Meadow .....	lb.	.39	—
Rose, red .....	lb.	—	—
Rosemary .....	lb.	—	—
Rue .....	lb.	—	—
*Nominal. ....	lb.	—	—

## 13

13.10  
.79.10  
.79

## BOTANICAL DRUGS

**Licorice Root—African Caraway Seed**  
**Sage Leaves—Rosemary Leaves**

## SEEDS

## SPICES

## WAXES

## Heavy Chemicals

Acetic acid, 28 p.c. ....	100 lbs.	4.91	—	5.16
56 p.c. ....	100 lbs.	9.33	—	9.57
70 p.c. ....	100 lbs.	—	—	—
80 p.c. ....	100 lbs.	15.15	—	15.40
*Glacial, Gov. pr. ....	100 lbs.	19.94	Gov. pr.	—
Alum, Ammonia, lump, ....	100 lbs.	0.04	07	—
Ground ....	100 lbs.	0.04	07	—
Powdered ....	100 lbs.	0.05	08	—
Chrom. ....	100 lbs.	2.04	—	2.14
Potash lump ....	100 lbs.	1.11	—	1.12
Ground ....	100 lbs.	0.09	—	0.09
Alum, Potash, Powdered, ....	100 lbs.	1.13	—	1.12
Soda, Ground ....	100 lbs.	—	—	6.38
Aluminum chloride, liq. ....	100 lbs.	0.04	—	0.05
Sulph., high grade ....	100 lbs.	0.04	—	0.04
Low grade ....	100 lbs.	0.03	—	0.04
Aluminum hydrate light, ....	100 lbs.	1.17	—	1.17
*Heavy ....	100 lbs.	1.11	—	1.12
Arsenic, white ....	100 lbs.	1.11	—	1.15
Red ....	100 lbs.	0.65	—	0.70
Ammonia, Anhydrous ....	100 lbs.	—	Nominal	—
Ammonia Water, 26 deg. car. lb.	100 lbs.	—	—	0.08
*20 deg., carboys ....	100 lbs.	0.07	—	0.09
*18 deg., carboys ....	100 lbs.	0.06	—	0.08
*16 deg., carboys ....	100 lbs.	0.19	—	0.21
Ammonium chloride, U.S.P. ....	100 lbs.	24.25	—	24.25
*Sal Ammonia, gray, ....	100 lbs.	19.45	—	25.50
Granulated, white ....	100 lbs.	23	—	25
*Lump ....	100 lbs.	—	—	—
Sulphate, foreign ....	100 lbs.	—	—	—
Domestic ....	100 lbs.	8.00	—	8.50
Antimony Salts, 75 p.c. ....	100 lbs.	—	—	—
65 p.c. ....	100 lbs.	—	—	—
47 p.c. ....	100 lbs.	—	—	—
*Nominal.				



## Drugs &amp; Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Blanc Fixe, dry .....	lb.	.05	— .054
Barium, chloride .....	ton	75.00	— 100.00
Dioxide .....	lb.	.26	— .27
Nitrate .....	lb.	.1134	— .124
Barytes, floated, white .....	ton	25.00	— 35.00
Off color .....	ton	14.00	— 18.00
Bleaching Powder, 35 p.c. ....	lb.	.03	— .034
*Calcium Acetate .....	100 lbs.	—	4.00
Carbide .....	lb.	.14	— .142
Carbonate .....	—	—	—
Chloride, solid, f.o.b. N.Y. ....	ton	22.50	— 24.50
Granulated, f.o.b. N.Y. ....	ton	—	—
Solid, second hands .....	ton	30.00	— 34.00
Gran. second hands .....	ton	40.00	— 45.00
Sulphate, 98-99 p.c. ....	lb.	.09	— .094
*Carbon tetrachloride .....	lb.	.30	— .65
Copper Carbonate .....	lb.	.30	— .32
Subacetate (Verdigris) .....	lb.	.40	— .42
Powdered .....	lb.	.40	— .42
Sulphate, 98-99 p.c. ....	lb.	.084	— .094
Second hands .....	lb.	.084	— .09
Powdered .....	lb.	.10	— .104
Copperas, f.o.b. works. ....	100 lbs.	2.50	— 3.00
Fuel Oil, crude .....	gal.	2.65	— 2.75
Refined .....	gal.	3.75	— 4.00
Hydrofluoric Ac. 30 p.c. bbls. ....	—	—	.05
48 p.c. in carboys .....	lb.	—	.09
52 p.c. in carboys .....	lb.	—	.10
Lead, Acetate, brown sugar .....	lb.	.1534	— .164
Broken Cakes .....	lb.	.164	— .17
Granulated .....	lb.	.17	— .174
Arsenate, powdered .....	lb.	.31	— .33
Paste .....	lb.	.15	— .17
*Nitrate .....	lb.	Nominal	—
Oxide, Litharge, Amer. pd. ....	lb.	.094	— .094
Foreign .....	lb.	—	.104
Red, American .....	lb.	—	.084
Sulphate, basic .....	lb.	—	.094
White, Basic Carb., Amer. ....	lb.	—	.094
dry .....	lb.	—	.104
in Oil, 100 lbs. or over .....	lb.	—	.104
English .....	lb.	—	.104
Lime, hydrate .....	lb.	Nominal	—
Sulphur solution .....	gal.	.154	— .194
Magnesite, f.o.b. Cal. ....	ton	42.00	— 44.00
f.o.b. N. Y. ....	ton	65.00	— 70.00
Muriatic acid, .....	—	—	—
18 deg. carboys .....	lb.	.024	— .024
22 deg. carboys .....	lb.	.024	— .024
Nickel oxide .....	lb.	.60	— .70
Salts, single .....	lb.	.16	— .17
double .....	lb.	.14	— .15
Nitric acid, 36 deg. carboys .....	lb.	.064	— .064
38 deg. carboys .....	lb.	.074	— .08
40 deg. carboys .....	lb.	.074	— .08
42 deg. carboys .....	lb.	.084	— .084
Aqua Fortis, 36 deg. carb. ....	lb.	—	.054
38 deg. carboys .....	lb.	—	.06
40 deg. carboys .....	lb.	—	.064
42 deg. carboys .....	lb.	—	.064
Phosphorus, red .....	lb.	—	.75
Yellow .....	lb.	1.20	— 1.25
Plaster of Paris .....	bbl.	1.50	— 1.76
True Dental .....	bbl.	1.75	— 2.00
Potash Caustic, 88-92 .....	lb.	.67	— .73
Potassium Bichromate .....	lb.	.424	— .45
Carbonate, calc. ....	lb.	.35	— .75
Chlorate, cryst. ....	lb.	.37	— .39
Powdered .....	lb.	.35	— .35
Japanese .....	lb.	35	— 35
Muriate, basis 80 p.c. ....	ton	260.00	— 310.00
Prussiate, red .....	lb.	—	2.30
Yellow .....	lb.	.95	— 1.10
Salt-petre, Granulated .....	lb.	.274	— .274
Refined .....	lb.	.3134	— .3134
Soda Ash, 58 p.c. in bags 100 lbs. ....	—	—	3.15
In bbls. ....	100 lbs.	—	3.60
Caustic, 76 p.c. Solid 100 lbs. ....	—	3.85	— 4.00
Powd. or gran. 76p.c 100 lbs. ....	—	5.00	— 5.124
Sodium Bichromate .....	lb.	.18	— .20
Bisulphate .....	lb.	1.30	— 1.40
Carbonate, Sal. Soda, Am. 100lb. ....	—	.18	— .20
Cyanide .....	lb.	.30	— .37
Hyposulphite, bbls. ....	100 lbs.	2.65	— 3.00
Kegs .....	100 lbs.	2.35	— 2.60
*Nitrate, tech. ....	100 lbs.	—	4.324
Refined .....	lb.	.064	— .07
Nitrite .....	lb.	.26	— .27
Prussiate, Yellow .....	lb.	.32	— .33
Silicate, 60 p.c. ....	100 lbs.	5.50	— 6.00
40 p.c. ....	100 lbs.	—	2.00
Sod. Sulph., Gt'b. salt 100 lbs. ....	—	1.75	— 2.00
Sulphide 60-62 p.c. cryst. ....	—	.1134	— .1134
30-32 p.c. ....	—	.054	— .054
*Sulphur (crude) f.o.b. N.Y. ....	ton	—	—
*f.o.b. Baltimore .....	ton	—	—

\*Nominal.

## WHERE TO BUY

For Prompt Delivery:

Calcined Carbonate of Potash!

Prussiate of Potash!

A. KLIPSTEIN &amp; COMPANY

644-652 Greenwich Street  
New York City

Also:

Dyestuffs, Gums, Oils, Tanning Materials  
and Other Chemicals

ZINC OXIDE

Lead Free

Katzenbach &amp; Bullock Co.

New York    Trenton    Chicago  
Boston       San Francisco

Sulphuric Acid	60 deg. f.o.b. wks. ....	ton	16.00	Gov. pr.
	66 deg. f.o.b. wks. ....	ton	25.00	Gov. pr.
	Oleum, f.o.b. wks. ....	ton	32.00	Gov. pr.
Battery Acid car's per 100lbs. ....			Nominal	
Tin, bichloride .....	lb.		Nominal	
Zinc, carbonate .....	lb.	.20	— .22	
Chloride .....	lb.	.154	— .16	
Oxide .....	lb.	.134	— .18	
Sulphate .....	lb.	.05	— .054	

Dyestuffs, Tanning Materials  
and Accessories

## COAL-TAR CRUDE

Benzol, C. P. ....	gal.	.22	— .27
(90 p.c.) .....	gal.	.22	— .27
Cresylic acid, crude, 95-97p.c. ....	gal.	1.20	— 1.25
50 p.c. ....	lb.	.75	— .85
25 p.c. ....	lb.	.40	— .45
resol, U.S.P. ....	lb.	.20	— .21
Creosote oil, 25 p.c. ....	gal.	.38	— .45
Dip. oil, 25 p.c. ....	gal.	.40	— .50
Naphthalene, balls .....	lb.	1.24	— 1.4
Flake .....	lb.	.084	— .094
Phenol .....	ton	40	— 44
Pitch, various grades .....	ton	10.00	— 20.00
Solvent naphtha, waterwhitegal. ....	—	.20	— .25
Crude heavy .....	gal.	.14	— .174
*Toluol, pure .....	gal.	1.50	— 1.55
*Commercial, 90 p.c. ....	gal.	1.50	— 1.55
Xylol, pure water white .....	gal.	.45	— .55

## INTERMEDIATES

Acid Benzoic .....	lb.	3.00	— 3.25
*Acid Benzoic Crude .....	lb.	Nominal	—
Acid H .....	lb.	3.20	— 3.25
Acid Metanilic .....	—	—	—
Acid Naphthionic, Crude .....	lb.	1.00	— 1.10
Refined .....	lb.	1.20	— 1.30
Acid Sulphanilic, crude .....	lb.	.31	— .33
Refined .....	lb.	.42	— .44
p-Amidophenol Base .....	lb.	4.25	— 4.50
*p-Amidophenol Hydrochloride .....	lb.	4.25	— 4.50
*Aminozobenzene .....	lb.	—	—
Aniline Oil, drums .....	lb.	.30	— .32
Aniline Salts .....	lb.	.43	— .45
Aniline for red .....	lb.	1.15	— 1.20
*Anthracene (80 p.c.) .....	lb.	.85	— .90
Anthraquinone .....	lb.	—	8.00
Benzaldehyde .....	lb.	3.25	— 3.75
Benzidine Base .....	lb.	1.75	— 1.80
Benzidine Sulphate .....	lb.	1.40	— 1.45
Benzoate of Soda .....	lb.	2.85	— 3.00
Benzylchloride .....	lb.	2.30	— 2.40
Diamidophenol .....	lb.	—	7.00
o-Dianisidine .....	lb.	—	—
Dinitrophenol .....	lb.	.52	— .60
o-Dichlorobenzol .....	lb.	.15	— .16
p-Dichlorobenzol .....	lb.	.17	— .18

\*Nominal.

Diethylaniline .....	lb.	3.50	— 4.00
Dimethylaniline .....	lb.	.70	— .80
Dinitrobenzol .....	lb.	.40	— .42
Dinitrochlorobenzene .....	lb.	.50	— .56
Dinitronaphthalene .....	lb.	.55	— .65
Dinitrotoluol .....	lb.	.60	— .62
Diphenylamine .....	lb.	1.00	— 1.10
Diorynaphthalene .....	lb.	—	—
"G" Salt .....	lb.	.85	— .95
Hydrazobenzene .....	lb.	1.50	— 2.00
Induline .....	lb.	2.00	— 2.75
Methylantraquinone .....	lb.	—	—
Monodinitrochlorobenzol .....	lb.	.48	— .52
Monothylaniline .....	lb.	1.60	— 1.70
Naphthalenediamine .....	lb.	—	—
a-Naphthol .....	lb.	1.20	— 1.30
b-Naphthol, Technical .....	lb.	.60	— .65
Sublimed .....	lb.	.85	— .90
Naphthylamine .....	lb.	.55	— .60
b-Naphthylamine .....	lb.	1.65	— 1.75
Nitranilin .....	lb.	1.80	— 1.90
Nitrobenzene .....	lb.	.18	— .19
Nitrochlorobenzol .....	lb.	.50	— .56
Nitronaphthalene .....	lb.	.45	— .50
Nitrophenol .....	lb.	1.60	— 1.70
p-Nitrotoluol .....	lb.	1.55	— 1.65
Nitrotoluol .....	lb.	.55	— .65
o-Nitrotoluol .....	lb.	.75	— .85
m-Phenylenediamine .....	lb.	2.15	— 2.30
p-Phenylenediamine .....	lb.	4.00	— 4.15
Phthalic Anhydride .....	lb.	3.50	— 4.25
seudo-Cumol .....	lb.	—	—
Resorcin, crystals, U.S.P. ....	lb.	7.25	— 8.00
Resorcin, Technical .....	lb.	4.50	— 4.75
Tetranitromethylaniline .....	lb.	2.55	— 3.00
Tolidin .....	lb.	1.00	— 1.10
o-Toluidine .....	lb.	2.25	— 2.35
p-Toluidine .....	lb.	2.50	— 2.75
m-Toluylenediamine .....	lb.	.40	— .50
Xylene, pure .....	gal.	.40	— .50
Xylene, Com. ....	gal.	.40	— .50

## COAL-TAR COLORS

Acid Black .....	lb.	1.50	— 2.00
Acid Blue .....	lb.	3.50	— 5.50
Acid Brown .....	lb.	1.25	— 2.50
Acid Fuchsin .....	lb.	7.00	— 10.00
Acid Orange .....	lb.	.40	— .60
Acid Orange II .....	lb.	.60	— .80
Acid Orange III .....	lb.	1.00	— 1.25
Acid Red .....	lb.	1.75	— 2.25
Acid Scarlet .....	lb.	1.50	— 2.50
Acid Violet 10 B .....	lb.	8.00	— 10.00
Alpine Yellow .....	lb.	2.00	— 7.50
Alizarin Blue, bright .....	lb.	7.75	— 9.25
Alizarin Blue, medium .....	lb.	6.25	— 7.50
*Alizarin Brown, conc. ....	lb.	7.50	— 8.50
Alizarin Orange .....	lb.	8.25	— 9.00
Alizarin Red, W. S. Paste .....	lb.	5.00	— 10.00
Alkali Blue, Domestic .....	lb.	9.00	— 12.00
Alkali Blue, Imported .....	lb.	16.00	— 18.00
Alpine Red .....	lb.	6.00	— 7.00
Azo Carmine .....	lb.	5.00	— 6.00
Azo Yellow .....	lb.	3.50	— 4.50
Azo Yellow, green shade .....	lb.	3.50	— 5.25
Auramine, Single O. Dom. ....	lb.	4.75	— 6.50
Auramine, Double O. Imp. ....	lb.	4.00	— 8.00
Benzo Purperine 10 B .....	lb.	3.50	— 5.50
Bismarck Brown Y .....	lb.	.90	— 1.20
Bismarck Brown R .....	lb.	1.25	— 1.30
Chrome Black, Dom. ....	lb.	1.75	— 2.00
Chrome Black, Imp. ....	lb.	3.30	— 4.00
Chrome Blue .....	lb.	2.50	— 3.75
Chrome Green, Dom. ....	lb.	2.50	— 3.00
Chrome Red .....	lb.	2.25	— 3.00
Chrysoidine R .....	lb.	2.00	— 2.25
Chrysoidine Y .....	lb.	6.75	— 8.00
Chrysophenine, Domestic .....	lb.	11.00	— 12.50
Chrysophenine, Imported .....	lb.	1.60	— 2.25
Congo Red 4B Type .....	lb.	6.25	— 8.00
Crystal Violet .....	lb.	1.25	— 1.50
Diamine Sky Blue F. F. ....	lb.	9.25	— 13.00
Direct Black .....	lb.	1.10	— 1.45
Direct Blue .....	lb.	2.00	— 3.50
Direct Sky Blue .....	lb.	4.00	— 3.00
Direct Brown .....	lb.	2.50	— 3.45
Direct Bordeaux .....	lb.	2.85	— 6.00
Direct Fast Red .....	lb.	3.00	— 4.00
Direct Yellow .....	lb.	3.90	— 3.85
Direct Fast Yellow .....	lb.	2.75	— 5.00
Direct Violet cont. ....	lb.	18.50	— 20.00
Emerald Green Crystals .....	lb.	12.00	— 14.00
Erythrosine .....	lb.	3.75	— 4.25
Fast Light Yellow, 2-G. ....	lb.	4.60	— 5.00
Fast Red, 6B extra, cont. ....	lb.	3.00	— 4.00
Fur Black, extra .....	lb.	3.00	— 4.00
Fur Brown B .....	lb.	3.00	— 5.00

\*Nominal.

Drugs & Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Fuchsin Crystals, Dom.	lb.	7.75	— 9.00
Fuchsin Crystals, Imp.	lb.	12.00	— 12.50
Geranine	lb.	8.75	— 9.25
*Green Crystals, Brilliant	lb.	12.00	— 13.00
Indigo 20 p.c. paste	lb.	1.75	— 2.00
Indigotine, conc.	lb.	4.25	— 5.00
Indigotine, paste	lb.	1.50	— 2.50
Induline Base	lb.	2.00	— 3.00
Magenta Acid, Domestic	lb.	4.25	— 5.00
Magenta Crystals, Imported	lb.	8.00	— 12.00
Malachite Green, Crystals	lb.	8.00	— 12.00
Malachite Green, Powdered	lb.	6.50	— 7.50
Metal Yellow	lb.	2.40	— 2.75
Medium Green	lb.	5.00	— 6.00
Methylene Blue, tech.	lb.	3.00	— 5.00
Methyl Violet	lb.	3.25	— 8.00
Naphthol Green	lb.	3.00	— 6.00
Nigrosine, Opt. Sol.	lb.	.85	— 1.00
Nigrosine, apts. sol.	lb.	.78	— .88
Nigrosine water sol., blue	lb.	.93	— .93
Jet	lb.	.90	— 1.00
*Naphthylamine Red	lb.	6.75	— 7.50
Oil Black	lb.	.95	— 1.25
Oil Orange	lb.	2.00	— 2.50
Oil Scarlet	lb.	2.00	— 2.50
Oil Yellow	lb.	2.00	— 2.50
Orange, R. G., contract	lb.	2.00	— 2.25
Orange, Y., conc.	lb.	1.00	— 1.25
Oxamine Violet	lb.	7.00	— 8.00
Patent Blue, Swiss Type	lb.	20.00	— 23.00
Phosphine G. Domestic	lb.	7.00	— 10.00
Ponceau	lb.	1.95	— 2.45
Primuline, Dom.	lb.	6.50	— 8.50
Rhodamine B, ex. cont.	lb.	80.00	— 85.00
Scarlet 2R	lb.	1.50	— 2.00
Sulphur Blue, Dom.	lb.	2.50	— 3.00
Soluble Blue, Imp.	lb.	12.00	— 13.00
Sulphur Black	lb.	.40	— .65
Sulphur Brown	lb.	.35	— .60
Sulphur Green	lb.	1.50	— 2.00
Sulphur, Navy Blue	lb.	1.40	— 2.75
Sulphur Yellow	lb.	1.10	— 1.55
Tartrazine, Domestic	lb.	1.70	— 1.80
Tartrazine, Imported	lb.	1.25	— 1.40
Uranine, Domestic	lb.	10.00	— 11.00
Wool Green S. Swiss	lb.	6.50	— 8.50
Valonia, solid, 65 p.c. tan	lb.	5.00	— 6.00
Victoria blue B.	lb.	5.00	— 8.00
Victoria Blue, base, Dom.	lb.	9.50	— 11.00
Victoria Green	lb.	5.00	— 8.00
Victoria Red	lb.	7.00	— 8.00
Victoria, Yellow	lb.	6.50	— 8.00
Yellow for wool	lb.	1.50	— 2.25

NATURAL DYESTUFFS

Anatto, fine	lb.	.33	— .35
Seed	lb.	.08 1/2	— .11
Carmin No. 40	lb.	4.25	— 4.75
*Cochineal	lb.	.80	— 1.00
Gambier, see tanning.			
Indigo, Bengal	lb.	3.00	— 3.75
Oudes	lb.	2.25	— 2.75
Guatemala	lb.	2.25	— 2.75
Kurpals	lb.	2.25	— 2.75
Madras	lb.	.80	— 1.00
Madder, Dutch	lb.	.26 1/4	— .29 1/4
Nutgalls, blue Aleppo	lb.	—	—
Chinese	lb.	.33 1/4	— .34 1/4
Persian Berries	lb.	—	—
Quercitron Bark, see tanning.			
Sumac, China	lb.	.09	— .10 1/2
Turmeric, Madras	lb.	.10 1/2	— .11
*Aleppé	lb.	.13	— .13 1/4
*Fuba	lb.	—	—

DYEWOODS

Barwood	lb.	.06	— .08
Cassia, chips	lb.	.18	— .20
Fustic, sticks	ton	70.00	— 80.00
Chips	lb.	.04	— .06
Hyperic, chips	lb.	.09	— .10
*Logwood Sticks	ton	—	—
Chips	lb.	.03 1/4	— .05 1/4
Quercitron, see tanning.			
Red Saunders, chips	lb.	.15	— .17

EXTRACTS

Archil, Double	lb.	.15 1/4	— .17 1/4
Triple	lb.	.18	— .20
Concentrated	lb.	.22	— .29
Catch, Mangrove, seen tanning.			
Rangoon, boxes	lb.	Nominal	
Liquid	lb.	Nominal	
Tablet	lb.	Nominal	
Cudbear, French	lb.	—	—
*English	lb.	—	—
*Concentrated	lb.	—	—
Flavine	lb.	1.00	— 1.50
Fustic, Solid	lb.	.26	— .31
Liquid, 51 deg.	lb.	.15	— .16
*Nominal.			

WHERE TO BUY

E. F. DREW & CO., Inc.  
50 BROAD ST. NEW YORK

Aniline Dyestuffs  
Dyewood Extracts  
Industrial Oils  
Chemicals

Gall	lb.	.30	— .32
Hematin Extract	lb.	.13	— .16
Crystals	lb.	.23	— .25
Hyperic, liquid	lb.	.30	— .32
Indigo, natural for cotton	lb.	.50	— .54
For wool	lb.	.30	— .32
Indigotine, 100 p.c. pure	lb.	—	— 5.50
Logwood, solid	lb.	.22	— .24
Crystals	lb.	.24	— .29
51 deg., Twaddle	lb.	.13 1/4	— .14 1/4
Osage Orange	lb.	.10 1/4	— .10 1/4
Powdered	lb.	—	— .25
Paste	lb.	—	— .12
Persian Berries	lb.	—	— .14
Quebracho, see tanning.			
Quercitron, 51 deg. liq.	lb.	.07	— .07 1/4

MISCELLANEOUS DYESTUFFS

Albumen, Egg	lb.	1.50	— 1.55
Blood, imported	lb.	.85	— .95
Domestic	lb.	.60	— .70
Prussian blue	lb.	.95	— 1.00
Soluble	lb.	1.25	— 1.30
Turkey Red Oil	lb.	.13	— .18
Zinc Dust, prime heavy	lb.	14 1/2	— 16

RAW TANNING MATERIALS

Algarobilla	ton	140.00	— 150.00
Divi Divi	ton	70.00	— 80.00
Hemlock Bark	ton	15.00	— 16.00
Mangrove, African, 38 p.c. tan	ton	60.00	— 62.00
Bark, S. A.	ton	45.00	— 50.00
*Myrobalans	ton	65.50	— 65.00
Oak Bark	ton	15.00	— 16.00
Ground	ton	—	— 17.50
Quercitron Bark rough	ton	13.00	— 15.00
Ground	ton	27.00	— 29.00
Sumac, Sicily, 27 p.c. tan	ton	95.00	— 100.00
Virginia, 25 p.c. tan	ton	63.00	— 73.00
Valonia Cups	ton	—	—
Beard	ton	—	—
Wattle Bark	ton	62.00	— 64.00

TANNING EXTRACTS

Chestnut, ordinary, 25 p.c. tan, bbls.	lb.	.04 1/4	— .04 1/4
Clarified, 25 p.c. ton, bbls.	lb.	.03	— .03 1/4
Crystals, ordinary	lb.	—	—
Clarified	lb.	—	—
Gambier, 25 p. c. tan	lb.	.16 1/4	— .17
Common	lb.	.23 1/2	— .24
Cubes, Singapore	lb.	.25	— .30
Cubes, Java	lb.	.19	— .20
Hemlock, 25 p.c. tan	lb.	.05	— .06
Larch, 25 p.c. tan	lb.	.03 1/4	— .04 1/4
Crystals, 50 p.c. tan	lb.	.07 1/4	— .08 1/4
Mangrove, 55 p.c. tan	lb.	.09	— .14
Liquid, 25 p.c. tan	lb.	.06	— .08
Muskegon, 23-30 p.c. tan, 50 p.c. total solids	lb.	.01 1/4	— .02 1/4
Myrobalans, liq., 23-25 p.c. tan	lb.	Nominal	
*Solid, 50 p.c. tan	lb.	—	—
Oak Bark, liquid, 23-25 p.c. tan	lb.	.04 1/4	— .05
Quebracho, liquid, 35 p.c. tan	lb.	—	—
*35 p.c. tan, untreated	lb.	—	—
*35 p.c. tan, bleaching	lb.	—	—
*Solid, 65 p.c. tan, ordinary	lb.	—	—
*Clarified	lb.	—	—
Spruce, liquid, 20 p.c. tan, 50 p.c. total solids	lb.	.01	— .01 1/4
Sumac, liquid, 25 p.c. tan	lb.	.08	— .10 1/4
Valonia, solid, 65 p.c. tan	lb.	Nominal	

Oils

Cod Newfoundland	gal.	1.55	— 1.60
Domestic, prime	gal.	1.44	— 1.45
Liver, Newfoundland	bbl.	95.00	— 98.00
Norwegian	bbl.	135.00	— 150.00
Degras, American	lb.	—	— .16
*Nominal.			

Degras, English	lb.	.28 1/2	— .29
*German	lb.	—	—
*Neutral	lb.	—	—
Horse	lb.	.16 1/4	— .17
Lard, prime winter	gal.	2.25	— 2.30
Off prime	gal.	—	— 1.85
Extra, No. 1	gal.	1.62	— 1.65
No. 1	gal.	1.50	— 1.55
No. 2	gal.	1.45	— 1.50
Menhaden, Light strained	gal.	1.42	— 1.43
Yellow, bleached	gal.	1.44	— 1.45
White, bleached, winter	lb.	—	— 1.45
Northern, crude	gal.	—	— 1.18
*Southern, crude, f.o.b. plant	gal.	—	— 1.10
Neatsfoot, 20 deg.	gal.	—	— 3.15
30 deg., cold test	gal.	—	— 2.75
40 deg., cold test	gal.	2.55	— 2.60
Dark	gal.	1.40	— 1.51
Prime	gal.	2.25	— 2.50
Oleo Oil	lb.	.23	— .24
*Porpoise, body	gal.	—	— 20.00
*Jaw	gal.	—	— 22.00
Red (Crude Oleic Acid)	lb.	.17 1/4	— .18 1/4
Saponified	lb.	.17 1/4	— .17 1/4
*Sperm bleached winter			
38 deg., cold test	gal.	2.23	— 2.25
45 deg., cold test	gal.	—	— 2.18
Natural winter, 38 deg., cold test	gal.	2.19	— 2.20
Stearic, single pressed	lb.	.24	— .24 1/4
Double pressed	lb.	.25	— .25 1/4
Triple pressed	lb.	.26 1/4	— .27
Tallow, acidless	gal.	—	— 1.80
*Prime	gal.	1.52	— 1.53
Whale, natural winter	gal.	1.49	— 1.50
Bleached, winter	gal.	1.52	— 1.53

VEGETABLE OILS

Castor, No. 1 bbls.	lb.	.30	— .45
Cases	lb.	—	— .45
No. 3	lb.	—	— .45
Cocanut, Ceylon, bbl.	lb.	.17 1/4	— .17 1/4
Ceylon, tanks	lb.	.17	— .17 1/4
Cochin, bbls.	lb.	.18 1/4	— .19
Tanks	lb.	.17 1/4	— .18
Corn, refined, bbls.	lb.	21.47	— 21.67
*Crude, bbls.	lb.	.18	— .18 1/4
*Cottonseed, Crude, f. o. b. mills, in tanks	lb.	—	— .17 1/4
*Summer, yel., prime, bbl.	lb.	.21	— .22
*White	lb.	—	—
*Winter yellow	lb.	—	—
Linseed, raw car lots	gal.	1.60	— 1.63
5 barrel lots	gal.	1.65	— 1.70
Boiled, 5-bbl. lots	gal.	—	— 1.70
Double Boiled, 5-bbl. lots	gal.	—	— 1.81
Olive, denatured	gal.	4.25	— 4.50
Foots	lb.	.42	— .43
Palm, Lagos casks	lb.	.45	— .50
*Benin	lb.	—	—
Niger	lb.	.32	— .35
*Palm Kernel, domestic	lb.	.18	— .19
*Imported	lb.	—	—
Peach Kernel	lb.	.19	— .19 1/4
Peanut Oil, edible	lb.	.21 1/4	— .22 1/4
*Crude, f.o.b. mills	gal.	—	— 1.37
Pine Oil, white steam	gal.	.57	— .58
Yellow, steam	gal.	.56	— .57
Poppy Seed	gal.	—	— 5.00
Rapeseed, ref'd, bbl.	gal.	1.60	— 1.65
*Blown	gal.	1.90	— 1.95
*Second	gal.	—	— .73
*Sesame, domestic, edible	gal.	—	— .76
*Imported	gal.	—	— 3.00
Soya Bean, Pacific Coast	lb.	.15 1/4	— .15 1/4
New York	lb.	.18	— .18 1/4
*Tar Oil, gen. dist.	lb.	—	— .35
Commercial	lb.	—	— .34

MINERAL

Black, reduced, 29 gravity 25-30 cold test	gal.	.24	— .25
29 gravity, 15 cold test	gal.	.24	— .25
Summer	gal.	.24	— .25
*Cylinder, light, filtered	gal.	.45	— .50
Dark, filtered	gal.	.39	— .43
Extra cold test	gal.	.65	— .75
Dark steam, refined	gal.	.28	— .32
Neutral, white, 29 grav.	gal.	—	— .50
Neutral, filtered lemon 33@34 gravity	gal.	—	— .35
White 30@31 gravity	gal.	.50	— .75
Paraffin, high viscosity	gal.	.40	— .41
903 sp. gr.	gal.	.36	— .38
Red Paraffin	gal.	.36	— .38
Spindle, filtered	gal.	.40	— .47
No. 200, filtered	gal.	.40	— .42
No. 100	gal.	.35	— .36
No. 110	gal.	.33	— .34
*Nominal.			

## Drugs &amp; Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

## Miscellaneous

## NAVAL STORES

*Spirits Turpentine in bbls. lb.	.83	—	.83½
*Wood Turpentine, steam distilled, bbls.	.77	—	.77½
*Turpentine, Destructive distilled, bbls.	.64½	—	.70
*Pitch, prime, 200-lb. bbl.	7.85	—	7.95
Rosin, com., to g'd. 80 bbl.	15.40	—	15.45
*Tar, kiln-burnt, pure 50-gal.	13.25	—	13.75

## SHELLAC

D. C.	.86	—	.87
*Diamond 'I'	.86	—	.87
V. S. O.	.86	—	.87
Fine Orange	.75	—	.80
Second Orange	.72	—	.73
T. N.	.68	—	.69
*A. C. Garnet	.68	—	.69
Button	.80	—	.81
Regular, bleached	.68	—	.69
Bone, dry	.79	—	.80

## OIL CAKE AND MEAL

Cottonseed Cake, f.o.b. Texas.	—	—	—54.50
f. o. b. New Orleans	—	—	—
Cottonseed, Meal, f.o.b. Atlanta	—	—	—56.00
Columbia	—	—	—53.00
New Orleans	—	—	—
Corn Cake	55.00	—	—57.00
Meal	59.00	—	—64.25
Linseed cake, dom.	—	—	—55.00
Linseed Meal	54.50	—	—56.00

## COCOA

Bahia	.13	—	.14
Caracas	.14	—	.14½
Hayti	.11½	—	.12
Maracibo	.24	—	.28
Trinidad	.14	—	.14½

## DEXTRINES AND STARCHES

*British Gum, Globe, per 100lbs.	—	—	—
Dextrine, Corn, white or yellow	.07½	—	.07¾
Potato, white or canary	.18½	—	.19
*Nominal.	—	—	—

Starch, Corn, bags & bbls.	4.12	—	4.34
Pearl, Globe, bags & bbls.	4.07	—	4.40
Potato, Domestic	.11½	—	.12
*Imported, duty paid	.11½	—	.12

## REFINED SUGAR

(Prices in Barrels)

	Ar. Fed. War		
	Amer. Nat. bu'le eral ne		
Powdered	9.15 9.15 9.15 9.15		
XXXX	9.20 9.20 9.20 9.20		
Confectioners A	8.90 8.90 8.90 8.90		
Standard Gran.	9.05 9.05 9.05 9.05		

## Soap Makers' Materials

## ANIMAL AND FISH OILS

(Carlots)

fenhaden, crude, f.o.b. mills. ga.	1.14	—	1.19
Light, strained	—	—	1.42
Yellow, bleached	—	—	1.44
White, bleached, winter	—	—	1.46
Neatsfoot, 20 deg.	—	—	3.15
30 deg., cold test	—	—	2.75
40 deg., cold test	2.55	—	2.60
Dark	—	—	1.40
Prime	2.25	—	2.50
Red, (Crude oleic acid)	.17½	—	.18½
Saponified	.17½	—	.17¾
Stearic, single pressed	—	—	.24
Double pressed	—	—	.25

## VEGETABLE OILS

Castor, No. 1, bbls.	—	—	.45
No. 3	—	—	.35
Prices fixed by Government	Nominal.		
Cocanut, Ceylon, bbls.	—	—	.17¾
Ceylon, Tanks	—	—	.17
Cochin, bbls.	.18	—	.18½
Tanks	—	—	.17¾

Corn, crude, bbls.	—	—	.18
Refined, barrels	21.47	—	21.67
*Cottonseed, crude, f.o.b. mills. lb.	—	—	.17¾
Summer, yellow, prime, bbls. lb.	—	—	.21
Winter, Yellow	—	—	—
Linseed, raw car lots	—	—	1.60
5-bbl. lots	1.64	—	1.65
Olive, denatured	4.25	—	4.30
Foots	.42	—	.43
Palm Lagos, casks	—	—	—
Niger	.45	—	.50
Palm Kernel, domestic	—	—	.18
Peanut, edible	—	—	.22½
Crude, f.o.b. mills.	—	—	.17
Pine, white steam	.57	—	.58
*Sesame, domestic, edible	—	—	3.00
*Soya Bean, Manchurian	.17½	—	.17¾

## GREASES, LARDS, TALLOW

(New York Markets)

Grease, white	.19¾	—	.20¼
Yellow	.15	—	.16¼
House	.16½	—	.17
Brown	.16	—	.16¼
Lard, City	—	—	.27
Compound	.23	—	.24½
Stearine, lard	.29	—	.29¼
Oleo	—	—	.24
Tallow, edible	—	—	.21
City, prime	.17¾	—	.18
Choice Country	.19	—	.19½

(Western Markets)

Tallow, edible	.21¼	—	.21¼
City Fancy	—	—	.19¼
Prime Packers	—	—	.20
Grease, Choice White	.17¾	—	.20
"A" White	.19¼	—	.20
"B" White	.18	—	.18½
Yellow	.16½	—	.17
Brown	.17	—	.17½
Bone	.11	—	.12½
House	.15½	—	.15¾
Stearine, prime oleo	.27	—	.27¼
Lard, city steam	—	—	.27
*Nominal.	—	—	—

†Buyers' Tanks

## Pacific Coast Notes

There has been a very notable increase in the shipments of nitrates from Chili to Honolulu and San Francisco. During the course of one day recently three vessels arrived at the port of San Francisco with an aggregate of 8,574 tons.

The Whitney Chemical Company which has acquired a chemical manufacturing plant near Redwood City, Cal., is preparing to enlarge. The products are magnesium chloride, magnesium sulphate, potassium chloride and bromine.

The California Alkali Company of San Francisco, Cal., which operates a plant on Owens Lake for the recovery of soda ash, borax and potash, is planning to enlarge at an estimated cost of \$1,000,000.

The Sunset Potash Company, Oakland, Cal., has been granted a permit by the State Commissioner of Corporations to issue stock to J. Enzensperger, F. Enzensperger, M. M. Harris, L. J. Zeisel and J. W. Welch in exchange for options on mining properties in Nevada. It is proposed to manufacture potash alum.

Walter J. Barnhart, manager of the United Oil Company, Maricopa, Cal., left recently for Washington,

D. C., to take up duties in connection with the purchase of gasoline and lubricants for the aeroplane division of the War Department.

Charles Fuller, vice-president of the Fuller-Morrisson Co., of Chicago, died suddenly of angina pectoris on Monday, November 11. Mr. Fuller was born August 12, 1868, in Peekskill, N. Y., and entered the firm of Fuller & Fuller, of which his father was a member, almost immediately on leaving school.

## QUOTATIONS ON CHEMICAL STOCKS

	Bid	Asked		Bid	Asked
Am. Ag. Ch.	100	101	Int. Agricul. pf.	52	52½
Am. Cot. Oil.	41¼	41¼	Int. Salt	53	53½
Am. Cyan.	30	35	K. Solvay	155	155
Am. Cy. pf.	58	61	Merrimac	90	95
Am. Linseed	39	39	Mulfrd Co.	55	60
Am. Malt	4	4	Mutual Co.	150	150
Barrett Co.	100¼	100¼	Niag. A. pf.	87	92
By. Prod. Co.	118	122	Nat. A. & C.	15	20
Caseln Co.	40	40	N't A. & C. pf.	60	70
Day Chem.	34	34	Penn. Salt	80	84
Distillers' Secur.	47¾	47¾	Rollin Ch.	50	50
Dow Chem.	205	205	Rol. Ch. pf.	90	100
Dow Ch. pf.	140	140	Semet S.	180	180
Elec. Bich.	140	140	Smith Ag. C.	175	185
Fed. Chem.	98	98	Solv. Proc.	220	220
Fed. Ch. pf.	98	101	Stand. Ch.	90	100
Free Tx. nw.	34	35½	Un. Drug	79	85
Gen. Chem.	170	180	U. S. Indus. Alco.	100¼	100¼
Grasselli	170	175	Va.-Car. Ch. pf.	110	112½
H'k Electro.	70	70	Va.-Car. Chem.	50	51¼
H'k Elec. pf.	70	85			

Buy War Savings Stamps.



# Imports and Exports of Drugs and Chemicals, Dyestuffs, Etc.

Imports from November 16 to November 23—Exports for the month of September

Owing to the strict regulations of the Treasury Department forbidding the publication of the names of importers receiving consignments and the names of ports of shipment, this feature of the service is omitted by DRUG AND CHEMICAL MARKETS during the period of the war. Subscribers interested in any special product will be assisted in locating supplies if they will communicate with the Editor.

## Imports

<b>BALSAMS—</b> 233 pounds, various	<b>GUMS—</b> 50,689 pounds chicle 110,500 pounds arabic
<b>BARKS—</b> 62,000 pounds cinchona	<b>LEAVES—</b> 18,000 pounds senna 6,000 pounds senna
<b>BEANS—</b> 111 pounds, castor 3,000 pounds vanilla 2,300 pounds vanilla	<b>LEECHES—</b> 200 pounds bloodsuckers
<b>CAMPHOR, CRUDE—</b> 60,000 pounds 20,000 pounds	<b>MENTHOL—</b> 1,000 pounds 500 pounds
<b>CASEIN—</b> 700,000 pounds	<b>OILS—</b> 10,000 pounds wood 8,000 pounds wood 7,200 pounds wood 15,000 gallons coconut
<b>CHEMICAL PREPS.—</b> 26,214 pounds	<b>QUININE—</b> 60,000 ounces sulphate 2,500 ounces sulphate
<b>COPRA—</b> 145,000 pounds 68,500 pounds 29,100 pounds	<b>ROOTS—</b> 2,143 pounds ginger 3,121 pounds ginger 1,700 pounds ipecac 2,900 pounds ipecac
<b>DIACETYLMORPHINE—</b> 40 pounds	<b>SALTPETER—</b> 4,800,000 pounds 1,200,100 pounds
<b>ESSENTIAL OILS—</b> 850 pounds, various 300 pounds, various	<b>SPICES—</b> 600 pounds capsicum 1,429 pounds cloves 9,000 pounds nutmegs 93,184 pounds nutmegs 469,267 pounds pepper
<b>FLOWERS—</b> 1,900 pounds linden 600 pounds linden	
<b>GLYCERIN, CRUDE—</b> 5,142 pounds	

**TALC, PREPARED—**  
40,000 pounds  
980 pounds

**WAX—**  
40,400 pounds bees  
12,500 pounds bees

**WINE LEES—**  
22,440 pounds

## Exports

<b>ACID, CARBOLIC—</b> 293 pounds, Colombia 55 pounds, Panama 380 pounds, Brazil	<b>ACID, NITRIC—</b> 4,351 pounds, Chile
<b>ACID, PICRIC—</b> 5 pounds, Mexico	<b>ACID, SULPHURIC—</b> 297 pounds, Nicaragua 35,150 pounds, British Guiana 363 pounds, Panama 43,136 pounds, Cuba
<b>ALCOHOL—</b> 200 gallons, Argentina	<b>ALCOHOL, WOOD—</b> 100 gallons, Chile
<b>BEE WAX—</b> 25 pounds, Ecuador	<b>CALCIUM CARBIDE—</b> 44,000 pounds, Cuba 1,000 pounds, Colombia
<b>COPPER SULPHATE—</b> 33,750 pounds, Norway 4,000 pounds, Ecuador	<b>CORNSTARCH—</b> 42,400 pounds, Greece
<b>GLUCOSE—</b> 16,500 pounds, Cuba	
<b>HONEY—</b> 60 pounds, Bermuda	
<b>HOPS—</b> 230 pounds, Panama 33,255 pounds, Cuba	
<b>GLYCERIN—</b> 50 gallons, Guatemala 35 gallons, Honduras	
<b>LIME CHLORATE—</b> 776 pounds, Peru 5,376 pounds, Jamaica 22 pounds, Colombia	
<b>LIME, CHLORIDE—</b> 160 pounds, Bermuda 15,000 pounds, Brazil	
<b>PARAFFINE WAX, CRUDE—</b> 73,000 pounds, Chile	
<b>PARAFFINE WAX, REF.—</b> 77,750 pounds, Greece 96,948 pounds, Cuba 27,210 pounds, Peru	
<b>PEPPER MINT OIL—</b> 7 pounds, Mexico	
<b>SODA, ASH—</b> 7,404 pounds, Panama 36,425 pounds, Colombia	
<b>SODA, CAUSTIC—</b> 8,230 pounds, British Guiana 50 pounds, Ecuador 367,490 pounds, Chile	
<b>SODIUM SILICATE—</b> 102,040 pounds, Chile 100 pounds, Mexico	
<b>SULPHUR, CRUDE—</b> 15 tons, Chile	
<b>SPONGES—</b> 48 pounds, Peru 400 pounds, Argentina	
<b>ZINC OXIDE—</b> 4,995 pounds, Peru 200 pounds, Dutch W. Indies 86,870 pounds, Chile 26,897 pounds, Panama	

## PROBLEMS BEFORE THE DYE INDUSTRY

The dyestuff industry built up by the United States during the war will be almost a total economic and financial loss unless drastic steps are taken to prevent the competition of long established German dyestuffs interests after peace has been signed, J. Merritt Matthews, of the Grasselli Chemical Co., declared in an address before the Philadelphia Section of the American Chemical Society. Under war pressure, he said, it had been impossible for American dyestuff interests to construct along permanent lines, in development of processes, in organization of technical forces or in plant construction. This means, he declared, that with the restoration of normal conditions, a large amount of plant equipment must be scrapped.

"In the approaching period of reconstruction," he continued, "the dyestuff industry must have space to turn around in, so that it can withstand the normal agencies of competition and trade. In its present shape, built up, as I have said, in the more or less temporary scaffolding of emergency construction, if it is suddenly confronted with the destructive force of unrestrained and unlimited German competition, the dyestuff industry in this country will be faced with the possibility of going down into a heap of ruins.

"This would be a disaster that our country cannot afford. Our textile and all the other industries of which dyes form the soul, if not the material, cannot afford, in self-protection, to see it fail. We must have a constructive policy of protection."

After declaring that the tariff will not provide this protection, Dr. Matthews told of the plans made in

England for the formation of a license committee to control all imports of dyes and urged a similar movement in this country. Under such a plan this committee would be made up of representatives of the industry, the Government and the consumers of dyes.

Under it all outside manufacturers would be prohibited from sending into this country dyes manufactured here in sufficient quantity for the needs of other industries. Dyes not manufactured here might be sent in until the American industry can meet the demand.

## CUSTOMS DECISION

Merchandise invoiced as "Hydrosulphite N F Concentrated" was the subject of a customs decision, last week, by the Board of United States General Appraisers against Lunham & Moore, of New York, importers of the commodity. The merchandise was classified as a chemical compound and duty collected at the rate of 15 per cent ad valorem under paragraph 5, Act of 1913. The importers claimed that duty should have been assessed at the rate of 3/4 cent per pound under the provision in paragraph 67 for "soda, hyposulphite of."

"There is no evidence in the record of any commercial designation," writes Judge Brown, "and considering only the common meaning of the term, there is no legally sufficient evidence to determine that hyposulphite of soda is the same thing as hydrosulphite of soda."

"Chemically, hyposulphite and hydrosulphite seem to have different formulas and, therefore, would be different things. Moreover, the ordinary dictionaries do not seem to include hydrosulphite of soda in the description of hyposulphite of soda, and the reliance by the importer on an expression in Thorp's Dictionary of Applied Chemistry where he seems to intimate that some forms of hyposulphite of soda are sometimes called commercially hydrosulphite of soda would not, without more, be controlling either as proof of commercial definition, or as stating the common meaning."

"This protest, therefore, on the record now before us, will have to be overruled without determining whether on a proper record these two substances are or are not the same thing."

## Patents

### Granted Sept. 10, 1918.

- 1,278,112—Arthur L. Currey, Chicago, Ill. Bottle Stopper.  
 1,278,198—Geo. G. Oberfell and H. T. Boyd, Homer, Ohio, assignors to The Ohio Fuel Supply Co., Pittsburgh, Pa. Separation of amylacetate from chlor-hydrocarbons.  
 1,278,229—Otto Schmidt and Fritz Gunther, Ludwigshafen-on-the-Rhine, Germany, assignors to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany, a corporation. Production of water-soluble condensation products of the Naphthalene series.  
 1,278,257—Henri Tobler, Hackensack, N. J. Method of recovering cream of tartar from wine-lees.  
 1,278,280—Edward H. Wright and Edwin H. Atwood, Olean, N. Y., assignors to Vacuum Oil Co., Rochester, N. Y. Process for fractionating liquids.  
 1,278,294—Wm. J. Beisel, Brooklyn, N. Y. Non-refillable bottle.  
 1,278,308—Joseph F. Cullen, Midvale, Utah, assignor to United States Smelting Co., Maine. Manufacture of sulphuric acid.  
 1,278,408—Eric Hjalmar Westling and Carl Anderson, San Francisco, Cal.; said Westling assignor of his one-half to Newton W. Stern, San Francisco, Cal. Process of making ferro-molybdenum.  
 1,278,493—John Dix Morgan, New York, N. Y. Production of cyanogen compounds.  
 1,278,518—Tomoichiro Tanaka, Hongo-Ku, Tokio, Japan. Sulphur soap.  
 1,278,580—Carl Bosch and Alwin Mittasch, Ludwigshafen-on-the-Rhine, Germany. Producing compounds containing tungsten and nitrogen.  
 1,278,684—Frank J. Kristofek, St. Paul, Minn., assignor to Brown & Bigelow, St. Paul, Minn., a corporation of Minnesota. Bottle cap remover.

### Granted Sept. 17, 1918

- 1,278,885—Henry Dreyfus, Basel, Switzerland. Process of making cellulose acetates.  
 1,278,901—Eliot E. Ford, Newark, N. J. Collapsible tube.  
 1,278,950—Tony Leon, Worcester, Mass. Non-refillable bottle.  
 1,278,968—George J. Maki, South Canterbury, Conn. Funnel.  
 1,279,014—Isidor Schimel, New York, N. Y. Measuring device for poured liquids.  
 1,279,023—Henry C. Silbert, Buffalo, N. Y. Non-refillable bottle.  
 1,279,077—Geo. J. Bohlman, Medford, Mass. Bottle-lock.  
 1,279,090—Samuel H. Dolbear and John Woods Beckman, San Francisco, Cal. Process for the production of barium chloride, magnesium chloride, etc.  
 1,279,110—Edward W. Haslup, Bronxville, N. Y., assignor to Haslup & Peacock, Inc., New York, N. Y. Process of producing manganese sulphate.  
 1,279,146—Benjamin A. Peacock, Philadelphia, Pa., assignor to Haslup & Peacock, Inc., New York, N. Y. Process of obtaining potassium sulphate.  
 1,279,200—Leonard P. Wilson, Coventry, England, assignor by means assignments, to the Viscose Co., Marcus Hook, Pa. Manufacture of cellulose compounds.  
 1,279,223—Walter F. Barry, Orange, N. J. Stopper for bottles, vials, etc.  
 1,279,323—Ollie B. Geisel, Buffalo, N. Y. Bottle holder.  
 1,279,328, 1,279,329—Walter H. Glover, Braintree, and Leonard P. Wilson, Coventry, England, assignor by means assignments, to the Viscose Co., Marcus Hook, Pa. Manufacture and production of cellulose compounds.  
 1,279,343—Soma Herzog, New York, N. Y., assignor to Universal Bottle Closure Co., Inc., New York, N. Y. Bottle closure.

## New Incorporations

- Barrett, Nephews & Co., Old Staten Island Dyeing Estab., Manhattan, capital \$300,000; W. Cheyne, W. J. Wright, C. E. Thornall, 50 Church Street, New York.  
 American Nitration Co., Newark, N. J., chemicals; capital \$50,000; David L. Sumney of Waterbury, Conn.; Alfred Weeks of Nutley, N. J.; William A. Wachenfeld, Newark, N. J.  
 Proco Chemical Co., Manhattan, capital \$5,000; A. J. and I. M. and W. H. Reid, 14 Willoughby Street, Brooklyn.  
 American Dyeing Process, Inc., Manhattan, products of milk, malt and chemical preparations, capital \$10,000; E. A. Zema, T. A. McCarthy, W. F. Delaney, 20 Vesey Street, New York.  
 Berner-Geiger, Inc., Queens, drugs, medicines and chemicals, capital \$10,000; J. Geiger, I. Schwartz, N. Berner, 130 Rivington Street, Queens, Long Island, N. Y.  
 American Potash and Nitrate Corp., Dover, Del.; capital \$500,000; Robt. Hobart, C. Fash, James F. Starck, Elisha W. Keely, of New York.  
 Walter Luther Dodge Co., Dover, Del., chemicals, etc.; capital \$320,000. Incorporators, Robert Hobart, C. Fash, James F. Starck, Elisha W. Keely, of New York.

# Want Ads

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Dr. William H. Nichols, chairman of the Board of Directors of the General Chemical Company, is again at his office after a temporary absence due to an injury to his knee.

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